

SN
Distribution
Study of
Grocery Store Sales
1983



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SECTION 1 covers a statistical profile of the top 50 Standard Metropolitan Areas ranked on the basis of supermarket sales volume. It includes demographics as well as information on leading grocery stores compiled as noted below and on principal suppliers.

SECTION 2 covers information on grocery store business in other market areas throughout the United States. Markets are reported alphabetically by State and City. Included is available information on number of stores and estimated share of the food market accounted for by the chains, voluntary and cooperative groups and independents. It also contains information on principal suppliers.

SECTION 3 contains profiles of leading publicly-owned food chains throughout the country, including: corporate addresses; total number of stores; market areas covered; sales volume; key personnel.

SECTION 4 covers a Grocery Store Statistical Profile--a summary of grocery store business, growth of supermarkets and operating results of leading grocery chains.

SECTION 5 contains a calendar of industry events for 1983 and a directory of food associations.

NOTE: Figures on grocery store numbers and market share are supplied by many newspaper organizations. Data may not be comparable from year to year due to differences in market area definitions or in methods of compilation. Reported sales shares are estimated by reporting sources. Methods of compilation vary, from formal surveys to checks with food representatives, brokers, other local sources or reflecting informed opinion. In some instances, as noted, percentages reflect place of most frequent purchase, as reported by consumers, rather than dollar volume.

This report is presented as a convenient summary of the best available information on grocery store business in each market area. FAIRCHILD BOOK DIVISION assumes no responsibility for the accuracy of figures supplied by reported sources.

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Nashville-Davidson, Tenn.	44th	88-89
Nassau-Suffolk, N.Y.	11th	22-23
New Orleans, La.	30th	60-61
New York, N.Y.	2nd	4-5
Newark, N.J.	16th	32-33
Oklahoma City, Okla.	40th	80-81
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INTRODUCTION

The analysis of the 295 metropolitan markets includes the number of store units and market shares held by leading chains, voluntary/cooperative groups and independent grocery stores. Also included are listings of principal suppliers for the leading retailers of these markets. Profiles for the 50 largest markets include statistics on total retail sales, total food store sales and total supermarket sales, as well as demographics on population and the number of households by age and income from The 1982 Sales and Marketing Management Survey of Buying Power and Data Service, further reproduction is forbidden.

Definition of Terms:

SUPERMARKET: A complete, departmentalized grocery store with minimum annual sales of \$2,000,000.

CHAIN: A company which operates eleven or more stores in total. A chain store unit is a store operated by such a company.

INDEPENDENT: A firm which operates from one to ten stores.

UNAFFILIATED INDEPENDENT: Operator of from one to ten stores having no affiliations with any organization and buying entirely from wholesalers or suppliers on an independent basis.

COOPERATIVE: Independent grocers who jointly own and operate their own wholesale organization.

VOLUNTARY: A group of independent grocery stores jointly sponsored by an independent wholesaler.

ABC CITY ZONE: Comprises the corporate limits of the city in which a newspaper is published. Contiguous areas may be included in the zone to the extent that they have substantially the built-up characteristics of the city and cannot readily be distinguished from the city itself.

RETAIL TRADING ZONE: The area beyond the city zone whose residents regularly trade to an important degree with retail merchants in the city zone.

STANDARD METROPOLITAN AREA: Comprises the Standard Metropolitan Statistical Areas as defined by the U.S. Bureau of the Budget.

THE TOP 50
STANDARD METROPOLITAN
AREAS RANKED ON THE
BASIS OF SUPERMARKET
SALES VOLUME
1981

1. LOS ANGELES AND ORANGE COUNTIES, CALIFORNIA

Market Area Covered:

Los Angeles and Orange Counties

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		81.0%	
Vons	93	16.4	(Own) El Monte, Cal.
Ralphs	93	16.1	(Own) Compton, Cal.
Alpha Beta	125	9.9	(Own) LaHabra, Cal.
Lucky	80	9.8	(Own) Buena Park, Cal.
Safeway	82	7.6	(Own) Downey, Cal.
Market Basket	59	5.7	(Own) Los Angeles, Cal.
Hughes/El Rancho	41	4.6	Cert. Grocers of Cal., L.A., Cal.
Boys Market	34	3.8	Cert. Grocers of Cal., L.A., Cal.
Albertson's	61	3.6	(Own) Fullerton, Cal.
Gemco	25	3.5	Cert. Grocers of Cal., L.A., Cal.
Stater Bros.	33	*	(Own) Colton, Cal.
Smith's Food King	25	*	Cert. Grocers of Cal., L.A., Cal.
Thriftmart	26	*	(Own) Smart & Final Iris Co., L.A., Cal.
FedMart	14	*	Cert. Grocers of Cal., L.A., Cal.
Mayfair	11	*	Cert. Grocers of Cal., L.A., Cal.
The Pantry	12	*	(Own) Los Angeles, Cal.
McCoy's	21	*	
ABC	6	*	
Fedco	5	*	
Dale's	12	*	
Foods Co.	10	*	
Gelson's	7	*	
Big D Ranch Markets	6	*	
Super-A-Foods	7	*	
JonSons	5	*	
Westward Ho	4	*	
Jurgensen's	6	*	
Phil's	5	*	
Jewel T	18	*	
OTHER GROCERY STORES	na	19.0%	
TOTAL	926+	100.0%	

* Included in "Other Grocery Stores"

na - not available

Standard Metropolitan Area:
Los Angeles and Orange Counties

Rank in U.S. based on supermarket sales 1981: 1

	U.S.	SMA Total	Central City Los Angeles
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 47,761	\$ 13,979
Food Store Sales (millions)	\$ 242,763	\$ 10,917	\$ 3,223
% of total retail sales	23.0%	22.9%	23.1%
Supermarket Sales (millions)	\$ 227,756	\$ 9,989	\$ --
% of Food Store Sales	93.8%	91.5%	-- %
Total number of Food Stores	171,592	6,263	2,658
Supermarket Sales per capita	\$ 985.92	\$ 1,042.30	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	9,583.6	2,993.4
Total number of Households (thousands)	83,618.0	3,517.3	1,154.5
Population by Age of Household Head			
Under 25 Years	8.6%	9.4%	-- %
25 - 34 Years	23.2%	25.7%	-- %
35 - 44 Years	18.0%	19.4%	-- %
45 - 54 Years	14.5%	14.5%	-- %
55 - 64 Years	15.4%	14.5%	-- %
65 & Over	20.3%	16.5%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	26.5%	-- %
Two	31.3%	30.3%	-- %
Three	17.6%	16.6%	-- %
Four	15.1%	13.5%	-- %
Five	7.4%	6.9%	-- %
Six & Over	5.2%	6.2%	-- %
Average Household Size	2.76	2.74	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 97,261	\$ 29,422
Per Capita EBI	\$ 8,710.00	\$ 10,149	\$ 9,829
Median Household EBI	\$ 20,764.00	\$ 25,486	\$ 20,645
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	18.7%	23.9%
\$10,000 - \$24,999	38.1%	33.3%	35.7%
\$25,000 & Over	39.0%	48.0%	40.4%
Projected EBI % change	+75.6%	76.2%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	56.6%	-- %

2. NEW YORK, NEW YORK—NEW JERSEY

Market Area Covered:

ABC City & Retail Trading Zone

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS			
		<u>49.5%</u>	
Pathmark	84	<u>12.5</u>	(Own) Woodbridge, N.J.
A&P	200	8.0	(Own) Garden City, N.Y., Edison & Paterson, N.J.
Waldbaum's	108	8.0	(Own) Central Islip, N.Y.
Grand Union	152	7.0	(Own) Elmwood Park, N.Y.
King Kullen	54	3.0	(Own) Westbury, N.Y.
Shopwell	69	3.0	(Own) Bronx, N.Y.
Acme Markets	45	2.0	(Own) Whippany, N.J.
Gristede	47	2.0	(Own) Bronx, N.Y.
First National Stores	48	2.0	(Own) Windsor Locks, Conn.
Sloan's	41	1.0	Krasdale Foods, Bronx, N.Y.
Royal Farms	23	1.0	White Rose, Farmingdale, N.Y.
Dan's Supreme	26	*	White Rose, Farmingdale, N.Y.
D'Agostino	17	*	Twin County Grocers, Edison, N.J.
E & B	19	*	Krasdale Foods, Bronx, N.Y.
Fedco Foods	27	*	Krasdale Foods, Bronx, N.Y.
Red Apple	25	*	Garden City, N.Y.
Federation of Coops	10	*	Mid-East Coops, Carlstadt, N.J.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
		<u>26.0%</u>	
ShopRite	117	<u>10.0</u>	(Own) Wakefern Food Corp., Elizabeth, N.J.
Foodtown	140	7.5	(Own) Twin County Grocer Co., Edison, N.J.
Key Food	145	4.0	(Own) Brooklyn, N.Y.
Met	117	2.0	(Own) White Rose Food Corp., Farmingdale, N.Y.
Krasdale C Town	75	1.5	Krasdale Foods, Bronx, N.Y.
Associated	135	1.0	(Own) Jamaica, N.Y.
Pioneer	16	*	na
OTHER GROCERY STORES			
	11,463	<u>24.5%**</u>	
TOTAL	13,203	100.0%	

* Included in "Other Grocery Stores"

** This volume is done by the many small and specialized food stores which make up an important part of the New York food market.

Standard Metropolitan Area:

N.Y.: Bronx, Kings, New York, Putnam, Queens, Richmond, Rockland, Westchester Counties

N.J.: Bergen County

Rank in U.S. based on supermarket sales 1981: 2

	U.S.	SMA Total	Central City New York
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 34,202	\$ 23,649
Food Store Sales (millions)	\$ 242,763	\$ 8,975	\$ 6,275
% of total retail sales	23.0%	26.2%	26.5%
Supermarket Sales (millions)	\$ 227,756	\$ 7,425	\$ 4,996
% of Food Store Sales	93.8%	82.7%	79.6%
Total number of Food Stores	171,592	13,502	10,992
Supermarket Sales per capita	\$ 985.92	\$ 825.82	\$ 719.34
POPULATION 1981 TOTAL (thousands)	231,009.5	8,991.1	6,945.3
Total number of Households (thousands)	83,618.0	3,514.7	2,791.7
Population by Age of Household Head			
Under 25 Years	8.6%	5.7%	6.2%
25 - 34 Years	23.2%	22.3%	23.1%
35 - 44 Years	18.0%	18.5%	18.1%
45 - 54 Years	14.5%	14.9%	14.1%
55 - 64 Years	15.4%	16.6%	16.1%
65 & Over	20.3%	22.0%	22.4%
Number of Persons per Household			
% by number of persons per household			
One	23.4%	31.1%	33.6%
Two	31.3%	28.8%	28.4%
Three	17.6%	16.1%	15.6%
Four	15.1%	12.5%	11.4%
Five	7.4%	6.5%	6.0%
Six & Over	5.2%	5.0%	5.0%
Average Household Size	2.76	2.56	2.59
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 91,536	\$ 65,545
Per Capita EBI	\$ 8,710.00	\$ 10,181	\$ 9,292
Median Household EBI	\$ 20,764.00	\$ 21,218	\$ 19,543
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	22.2%	24.9%
\$10,000 - \$24,999	38.1%	37.1%	40.3%
\$25,000 & Over	39.0%	40.7%	34.8%
Projected EBI % change	+75.6%	59.9%	61.6%
Projected average household EBI			
% change 1986/1981	+57.6%	56.7%	56.8%

3. CHICAGO, ILLINOIS

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>68.0%</u>	
Jewel	209	38.0	(Own) Melrose Park, Ill.
Dominick's	74	16.0	(Own) Northlake, Ill.
Eagle	40	9.0	(Own) Milan, Ill.
Butera	17	5.0	na
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>32.0%</u>	
Certified Grocers of Illinois	550	24.5	(Own) Chicago, Ill.
Central Grocers	300	7.5	(Own) Franklin Park, Ill.
TOTAL	1,190	100.0%	

na - not available

Standard Metropolitan Area:

Cook, DuPage, Kane, Lake, McHenry, Will Counties

Rank in U.S. based on supermarket sales 1981: 3

	U.S.	SMA Total	Central City Chicago
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 33,207	\$ 9,422
Food Store Sales (millions)	\$ 242,763	\$ 6,644	\$ 1,916
% of total retail sales	23.0%	20.0%	20.3%
Supermarket Sales (millions)	\$ 227,756	\$ 6,218	\$ --
% of Food Store Sales	93.8%	93.6%	-- %
Total number of Food Stores	171,592	5,247	2,809
Supermarket Sales per capita	\$ 985.92	\$ 872.00	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	7,130.7	2,947.4
Total number of Households (thousands)	83,618.0	2,538.6	1,089.7
Population by Age of Household Head			
Under 25 Years	8.6%	7.4%	-- %
25 - 34 Years	23.2%	24.4%	-- %
35 - 44 Years	18.0%	19.3%	-- %
45 - 54 Years	14.5%	15.3%	-- %
55 - 64 Years	15.4%	15.9%	-- %
65 & Over	20.3%	17.7%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	25.3%	-- %
Two	31.3%	28.4%	-- %
Three	17.6%	16.9%	-- %
Four	15.1%	14.8%	-- %
Five	7.4%	8.0%	-- %
Six & Over	5.2%	6.6%	-- %
Average Household Size	2.76	2.81	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 74,229	\$ 24,768
Per Capita EBI	\$ 8,710.00	\$ 10,410	\$ 8,403
Median Household EBI	\$ 20,764.00	\$ 26,206	\$ 19,959
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	15.7%	23.4%
\$10,000 - \$24,999	38.1%	31.2%	40.0%
\$25,000 & Over	39.0%	53.1%	36.6%
Projected EBI % change	+75.6%	70.4%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	61.3%	-- %

4. DETROIT, MICHIGAN

Market Area Covered:
Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		85.5%	
Farmer Jack	85	29.0	(Own) Borman's, Detroit, Mich.
Chatham	45	18.0	(Own) Warren, Mich.
Kroger	60	16.0	(Own) Livonia, Mich.
A&P	45	11.0	(Own) Detroit, Mich.
Great Scott/Wrigley	33	10.0	(Own) Abner A. Wolf, Div. Allied Supermarkets, Livonia, Mich.
7-Eleven (C)	140	0.9	Grosse Pointe Quality Foods, Detroit, Mich.
Lawson's Party Food (C)	42	0.3	(Own) Akron, Ohio
Quik Pik Food Stores (C)	58	0.3	Abner Wolf Co., Detroit, Mich.
LEADING INDEPENDENTS:		2.5%	
Hollywood	5	1.0	Grosse Pointe Quality Foods, Detroit, Mich.
Danny's	8	0.8	Abner Wolf Co., Detroit, Mich.
Shopping Center	3	0.6	Hiller & Lutey, Inc., Southfield, Mich.
Lombardi's	4	0.1	(Own) Utica, Mich.
OTHER GROCERY STORES	na	12.0%	
TOTAL	528+	100.0%	

(C) Convenience Stores
na - not available

Standard Metropolitan Area:

Lapeer, Livingston, Macomb, Oakland, St. Clair, Wayne Counties

Rank in U.S. based on supermarket sales 1981: 4

	U.S.	SMA Total	Central City Detroit
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 22,417	\$ 3,178
Food Store Sales (millions)	\$ 242,763	\$ 4,900	\$ 748
% of total retail sales	23.0%	21.9%	23.5%
Supermarket Sales (millions)	\$ 227,756	\$ 4,450	\$ --
% of Food Store Sales	93.8%	90.8%	-- %
Total number of Food Stores	171,592	4,160	1,348
Supermarket Sales per capita	\$ 985.92	\$ 1,027.97	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	4,328.9	1,148.1
Total number of Households (thousands)	83,618.0	1,534.4	421.6
Population by Age of Household Head			
Under 25 Years	8.6%	7.6%	-- %
25 - 34 Years	23.2%	24.1%	-- %
35 - 44 Years	18.0%	18.5%	-- %
45 - 54 Years	14.5%	15.8%	-- %
55 - 64 Years	15.4%	16.5%	-- %
65 & Over	20.3%	17.5%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	22.6%	-- %
Two	31.3%	29.0%	-- %
Three	17.6%	17.8%	-- %
Four	15.1%	16.0%	-- %
Five	7.4%	8.5%	-- %
Six & Over	5.2%	6.1%	-- %
Average Household Size	2.76	2.82	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 44,799	\$ 9,833
Per Capita EBI	\$ 8,710.00	\$ 10,349	\$ 8,565
Median Household EBI	\$ 20,764.00	\$ 26,644	\$ 20,944
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	15.4%	24.1%
\$10,000 - \$24,999	38.1%	30.2%	36.5%
\$25,000 & Over	39.0%	54.4%	39.4%
Projected EBI % change	+75.6%	66.1%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	58.0%	-- %

5. PHILADELPHIA, PENNSYLVANIA—NEW JERSEY

Market Area Covered:

14-County Philadelphia Market

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>47.0%</u>	
Acme/Super Save	182	28.0	(Own) Philadelphia, Pa.
Pathmark	32	13.0	(Own) Woodbridge, N.J.
A&P	40	6.0	(Own) Philadelphia, Pa.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>44.0%</u>	
Thriftway	235	17.0	(Own) Thriftway Foods, Oaks, Pa.
Food Lane			
Pioneer			
Shopping Cart			
Pickwell			
Shop 'n Bag	613	14.0	(Own) Frankford-Quaker, Philadelphia, Pa.
Unity Markets			
Unity Frankford			
Quaker			
Penn Mutual			
ShopRite	30	9.0	Perloff Bros., Phila., Pa.
Great Scot	400	4.0	(Own) Perloff Bros., Philadelphia, Pa.
Fairlawn			
Wa Wa			
Colonial Village			
Garden Stores			
Cumberland Farms			
OTHER GROCERY STORES	1,000	<u>9.0%</u>	
TOTAL	2,492	100.0%	

Standard Metropolitan Area:

Pa.: Bucks, Chester, Delaware, Montgomery, Philadelphia Counties

N.J.: Burlington, Camden, Gloucester Counties

Rank in U.S. based on supermarket sales 1981: 5

	U.S.	SMA Total	Central City Philadelphia
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 19,925	\$ 5,231
Food Store Sales (millions)	\$ 242,763	\$ 4,567	\$ 1,316
% of total retail sales	23.0%	22.9%	25.2%
Supermarket Sales (millions)	\$ 227,756	\$ 4,073	\$ 1,142
% of Food Store Sales	93.8%	89.2%	86.8%
Total number of Food Stores	171,592	5,730	2,589
Supermarket Sales per capita	\$ 985.92	\$ 866.95	\$ 696.98
POPULATION 1981 TOTAL (thousands)	231,009.5	4,698.1	1,638.5
Total number of Households (thousands)	83,618.0	1,665.0	611.7
Population by Age of Household Head			
Under 25 Years	8.6%	6.7%	7.3%
25 - 34 Years	23.2%	21.6%	20.4%
35 - 44 Years	18.0%	17.7%	15.4%
45 - 54 Years	14.5%	15.8%	14.1%
55 - 64 Years	15.4%	17.6%	17.9%
65 & Over	20.3%	20.6%	24.9%
Number of Persons per Household			
% by number of persons per household			
One	23.4%	23.5%	29.5%
Two	31.3%	29.3%	28.2%
Three	17.6%	17.6%	16.4%
Four	15.1%	15.3%	12.4%
Five	7.4%	8.2%	7.1%
Six & Over	5.2%	6.0%	6.4%
Average Household Size	2.76	2.82	2.68
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 44,768	\$ 13,603
Per Capita EBI	\$ 8,710.00	\$ 9,529	\$ 8,302
Median Household EBI	\$ 20,764.00	\$ 23,925	\$ 19,700
Household by EBI Groups			
% Distribution .			
Under \$10,000	22.9%	17.2%	24.9%
\$10,000 - \$24,999	38.1%	35.8%	39.6%
\$25,000 & Over	39.0%	47.0%	35.5%
Projected EBI % change	+75.6%	71.5%	48.1%
Projected average household EBI			
% change 1986/1981	+57.6%	64.5%	54.3%

6. HOUSTON, TEXAS

Market Area Covered:
Retail Trading Zone

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		85.0%	
Kroger	55	20.0	(Own) Houston, Texas
Safeway	65	15.0	(Own) Houston, Texas
J. Weingarten (Grand Union)	60	12.0	(Own) Houston, Texas
Randall's	18	10.0	Fleming Foods, Houston, Tex.
Eagle-Gemco	25	9.0	(Own) Houston, Texas
Gerland	18	6.0	Fleming Foods/Grocer Supply, Houston, Texas
Minimax	10	6.0	Fleming Foods, Houston, Tex.
Rice	38	4.0	Grocer Supply, Houston, Tex.
Lucky 7	19	3.0	Grocer Supply, Houston, Tex.
Lewis & Coker	6	*	Grocer Supply, Houston, Tex.
U-Tote-M (C)	234	*	Grocer Supply, Houston, Tex.
7-Eleven (C)	150	*	(Own) Dallas, Texas
Food City	6	*	Schepps Wholesale, Houston, Tex.
Food Giant	4	*	Fleming Foods, Houston, Tex.
Clayton's	3	*	Grocer Supply, Houston, Tex.
Stop & Go (C)	275	*	na
Korner Pantry (C)	3	*	Grocer Supply, Houston, Tex.
Baby Giant (C)	10	*	na
M-Food Stores (C)	35	*	Grocer Supply, Houston, Tex.
Sunny's National (C)	36	*	na
OTHER GROCERY STORES	2,106	15.0%	
TOTAL	3,176	100.0%	

(C) Convenience Stores
na - not available
* Less than 1%

Standard Metropolitan Area:

Brazoria, Ft. Bend, Harris, Liberty, Montgomery, Waller Counties

Rank in U.S. based on supermarket sales 1981: 6

	U.S.	SMA Total	Central City Houston
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 19,963	\$ 12,908
Food Store Sales (millions)	\$ 242,763	\$ 4,083	\$ 2,110
% of total retail sales	23.0%	20.4%	16.3%
Supermarket Sales (millions)	\$ 227,756	\$ 3,918	\$ --
% of Food Store Sales	93.8%	96.0%	-- %
Total number of Food Stores	171,592	2,842	1,683
Supermarket Sales per capita	\$ 985.92	\$ 1,275.02	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	3,072.9	1,658.9
Total number of Households (thousands)	83,618.0	1,110.1	642.3
Population by Age of Household Head			
Under 25 Years	8.6%	10.5%	-- %
25 - 34 Years	23.2%	30.9%	-- %
35 - 44 Years	18.0%	21.1%	-- %
45 - 54 Years	14.5%	14.5%	-- %
55 - 64 Years	15.4%	11.9%	-- %
65 & Over	20.3%	11.1%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	24.1%	-- %
Two	31.3%	28.9%	-- %
Three	17.6%	18.2%	-- %
Four	15.1%	15.8%	-- %
Five	7.4%	7.4%	-- %
Six & Over	5.2%	5.6%	-- %
Average Household Size	2.76	2.77	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 33,858	\$ 19,744
Per Capita EBI	\$ 8,710.00	\$ 11,018	\$ 11,902
Median Household EBI	\$ 20,764.00	\$ 26,823	\$ 26,224
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	15.9%	16.3%
\$10,000 - \$24,999	38.1%	29.9%	31.0%
\$25,000 & Over	39.0%	54.2%	52.7%
Projected EBI % change	+75.6%	94.9%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	57.6%	-- %

7. SAN FRANCISCO—OAKLAND, CALIFORNIA

Market Area Covered:

San Francisco, San Mateo,
Contra Costa, Alameda, Santa
Clara, Marin, Sonoma, Napa,
Solano Counties

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Safeway	149	<u>78.7%</u> 27.0	(Own) Fremont, Cal.
Lucky (includes Gemcos)	105	19.5	(Own) San Leandro, Cal.
Alpha Beta	52	7.5	(Own) San Milpitas, Cal.
Brentwood Markets	16	6.0	Fleming Foods, Fremont, Cal.
Cala/QFI	24	5.5	Fleming Foods, Fremont, Cal.
Albertson's	20	4.0	Fleming Foods, Fremont, Cal.
Fry's	24	4.0	United Grocers, Sacramento, Cal.
Nob Hill	10	3.0	Fleming Foods, Fremont, Cal.
Petrini's Market	7	1.2	United Grocers, Sacramento, Cal.
Consumer's Co-op	14	1.0	United Grocers, Sacramento, Cal.
OTHER GROCERY STORES			
	na	<u>21.3%</u>	
TOTAL	421+	100.0%	

na - not available

Standard Metropolitan Area:

Alameda, Contra Costa, Marin, San Francisco, San Mateo Counties

Rank in U.S. based on supermarket sales 1981: 7

	U.S.	SMA Total	Central Cities San Francisco Oakland	
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 17,231	\$ 3,831	\$ 1,355
Food Store Sales (millions)	\$ 242,763	\$ 3,978	\$ 831	\$ 315
% of total retail sales	23.0%	23.1%	21.7%	23.2%
Supermarket Sales (millions)	\$ 227,756	\$ 3,592	\$ 670	\$ --
% of Food Store Sales	93.8%	90.3%	80.6%	-- %
Total number of Food Stores	171,592	3,577	1,270	374
Supermarket Sales per capita	\$ 985.92	\$ 1,094.92	\$ 996.43	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	3,280.6	672.4	336.0
Total number of Households (thousands)	83,618.0	1,316.7	298.5	143.0
Population by Age of Household Head				
Under 25 Years	8.6%	8.1%	7.1%	-- %
25 - 34 Years	23.2%	25.7%	27.0%	-- %
35 - 44 Years	18.0%	19.3%	16.4%	-- %
45 - 54 Years	14.5%	14.0%	12.2%	-- %
55 - 64 Years	15.4%	15.1%	14.6%	-- %
65 & Over	20.3%	17.8%	22.7%	-- %
Number of Persons per Household				
% by number of persons per household				
One	23.4%	30.1%	41.7%	-- %
Two	31.3%	32.4%	30.2%	-- %
Three	17.6%	15.9%	12.3%	-- %
Four	15.1%	12.3%	7.7%	-- %
Five	7.4%	5.5%	4.1%	-- %
Six & Over	5.2%	3.8%	4.0%	-- %
Average Household Size	2.76	2.49	2.25	--
INCOME 1981				
Net Effective Buying Income (millions)	\$2,012,117	\$ 38,909	\$ 8,051	\$ 3,296
Per Capita EBI	\$ 8,710.00	\$ 11,860	\$ 11,974	\$ 9,809
Median Household EBI	\$ 20,764.00	\$ 26,118	\$ 21,599	\$19,174
Household by EBI Groups				
% Distribution				
Under \$10,000	22.9%	17.2%	22.9%	27.5%
\$10,000 - \$24,999	38.1%	30.2%	34.6%	36.8%
\$25,000 & Over	39.0%	52.6%	42.5%	35.7%
Projected EBI % change	+75.6%	68.1%	54.3%	-- %
Projected average household EBI				
% change 1986/1981	+57.6%	56.4%	55.5%	-- %

8. BOSTON, MASSACHUSETTS

Market Area Covered:

Essex, Middlesex, Norfolk &
Suffolk Counties

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		66.5%	
Purity Supreme/Heartland	31	13.8	(Own) N. Billerica, Mass.
Stop & Shop	41	12.5	(Own) Boston, Mass.
Star Market Co.	34	12.0	(Own) Norwood, Mass.
DeMoulas	20	9.6	(Own) Tewksbury, Mass.
Shaw's	7	4.5	(Own) E. Bridgewater, Mass.
Finast/Edwards	7	3.0	(Own) Windsor Locks, Conn.
Roche Bros.	6	2.6	Sweet Life Foods, Northboro, Mass.
Foodmaster	9	2.2	Sweet Life Foods, Northboro, Mass.
Cerretani's	4	1.7	Cressey Dockham, Andover, Mass.
Victory	5	1.2	Cressey Dockham, Andover, Mass.
Angelo's	3	1.1	(Own) Rockland, Mass.
Atlantic/Giant Valu	2	0.8	Sweet Life Foods, Northboro, Mass.
Hi-Lo	7	0.7	Sweet Life Foods, Northboro, Mass.
Fernandes	4	0.5	Sweet Life Foods, Northboro, Mass.
A&P	3	0.3	(Own) Springfield, Mass.
OTHER GROCERY STORES	na	33.5%	
TOTAL	183+	100.0%	

na - not available

Standard Metropolitan Area:

Essex, Middlesex, Norfolk, Suffolk Counties

Rank in U.S. based on supermarket sales 1981: 8

	U.S.	SMA Total	Central City Boston
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 17,392	\$ 2,562
Food Store Sales (millions)	\$ 242,763	\$ 3,866	\$ 505
% of total retail sales	23.0%	22.2%	19.7%
Supermarket Sales (millions)	\$ 227,756	\$ 3,477	\$ --
% of Food Store Sales	93.8%	89.9%	-- %
Total number of Food Stores	171,592	2,743	605
Supermarket Sales per capita	\$ 985.92	\$ 950.21	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	3,659.2	548.6
Total number of Households (thousands)	83,618.0	1,323.8	217.4
Population by Age of Household Head			
Under 25 Years	8.6%	7.5%	-- %
25 - 34 Years	23.2%	23.1%	-- %
35 - 44 Years	18.0%	17.5%	-- %
45 - 54 Years	14.5%	14.8%	-- %
55 - 64 Years	15.4%	15.7%	-- %
65 & Over	20.3%	21.4%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	25.8%	-- %
Two	31.3%	29.6%	-- %
Three	17.6%	16.6%	-- %
Four	15.1%	14.4%	-- %
Five	7.4%	7.9%	-- %
Six & Over	5.2%	5.7%	-- %
Average Household Size	2.76	2.76	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 36,109	\$ 4,773
Per Capita EBI	\$ 8,710.00	\$ 9,868	\$ 8,700
Median Household EBI	\$ 20,764.00	\$ 24,105	\$ 18,365
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	17.4%	26.1%
\$10,000 - \$24,999	38.1%	35.0%	41.1%
\$25,000 & Over	39.0%	47.6%	32.8%
Projected EBI % change	+75.6%	68.0%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	59.5%	-- %

9. WASHINGTON, D.C.—MARYLAND—VIRGINIA

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		<u>87.0%</u>	
Giant Food	91	<u>36.0</u>	(Own) Landover, Md.
Safeway	126	32.0	(Own) Landover, Md.
A&P	19	8.0	(Own) Baltimore, Md.
Grand Union	47	7.0	(Own) Landover, Md.
7-Eleven	193	*	(Own) Falmouth, Va.
MEMCO (Div. Lucky Stores)	8	2.0	Richfood, Richmond, Va.
High's Dairy Stores (C)	184	*	Creasy, Hagerstown, Md.
Jumbo Food Stores	5	2.0	B. Green & Co., Baltimore, Md.
Acme (Super Saver)	4	*	(Own) Baltimore, Md.
Consumer Supermarkets	5	*	P.A. & S. Small, York, Pa.
LEADING INDEPENDENTS:			
		<u>9.0%</u>	
Government Commissaries	8	<u>6.0</u>	na
Snider's	1	*	Richfood, Richmond, Va.
Larimer's	2	*	B. Green & Co., Baltimore, Md.
Magruder's	4	1.5	Richfood, Richmond, Va.
Cook's	4	1.5	Richfood, Richmond, Va.
OTHER GROCERY STORES			
	na	<u>4.0%</u>	
TOTAL	701+	100.0%	

* Included in "Other Grocery Stores"

na - not available

(C) Convenience Stores

Standard Metropolitan Area:

D.C., Md: Charles, Montgomery, Prince George Counties

Va: Alexandria City, Fairfax City, Falls Church City, Manassas City
Manassas Park, Arlington, Fairfax, Loudoun, Prince William Counties

Rank in U.S. based on supermarket sales 1981: 9

	U.S.	SMA Total	Central City Washington, D.C.
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 17,342	\$ 2,564
Food Store Sales (millions)	\$ 242,763	\$ 3,551	\$ 454
% of total retail sales	23.0%	20.5%	17.7%
Supermarket Sales (millions)	\$ 227,756	\$ 3,284	\$ 420
% of Food Store Sales	93.8%	92.5%	92.5%
Total number of Food Stores	171,592	2,033	538
Supermarket Sales per capita	\$ 985.92	\$ 1,065.09	\$ 684.93
POPULATION 1981 TOTAL (thousands)	231,009.5	3,083.3	613.2
Total number of Households (thousands)	83,618.0	1,146.0	247.7
Population by Age of Household Head			
Under 25 Years	8.6%	9.1%	10.5%
25 - 34 Years	23.2%	27.7%	25.8%
35 - 44 Years	18.0%	22.2%	17.1%
45 - 54 Years	14.5%	14.7%	12.4%
55 - 64 Years	15.4%	13.8%	15.2%
65 & Over	20.3%	12.5%	19.0%
Number of Persons per Household			
% by number of persons per household			
One	23.4%	26.8%	40.2%
Two	31.3%	28.8%	25.6%
Three	17.6%	17.7%	13.6%
Four	15.1%	14.9%	9.4%
Five	7.4%	7.0%	5.2%
Six & Over	5.2%	4.8%	6.0%
Average Household Size	2.76	2.69	2.48
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 38,037	\$ 6,829
Per Capita EBI	\$ 8,710.00	\$ 12,336	\$ 11,136
Median Household EBI	\$ 20,764.00	\$ 29,317	\$ 21,426
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	10.9%	19.6%
\$10,000 - \$24,999	38.1%	29.4%	38.8%
\$25,000 & Over	39.0%	59.7%	41.6%
Projected EBI % change	+75.6%	68.2%	57.4%
Projected average household EBI			
% change 1986/1981	+57.6%	55.5%	66.2%

10. DALLAS—FORT WORTH, TEXAS

Market Area Covered:

Dallas County

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		90.0%	
Safeway	61	22.7	(Own) Dallas, Texas
Tom Thumb	42	22.6	A.W. Cullum & Co., Dallas, Texas
Minyard's	50	15.1	Big Tex, Dallas, Texas
Kroger	42	13.8	(Own) Irving, Texas
Skaggs Alpha Beta	19	12.0	Waples Platter, Lubbock, Texas
Winn-Dixie/Buddies	58	2.8	Winn-Dixie Texas Inc., Fort Worth, Texas
Brookshire's	6	1.0	(Own) Tyler, Texas
VOLUNTARY &/OR COOPERATIVE GROUPS:		5.4%	
Affiliated	258	5.4	(Own) Dallas, Texas
Piggly Wiggly	2	*	(Own) Shop Rite Foods, Dallas, Texas
FedMart	2	*	na
LEADING INDEPENDENTS:		0.8%	
Food Basket	7	*	
Jewel T's Box Stores	11	0.8	
OTHER GROCERY STORES	na	3.8%	
TOTAL	560+	100.0%	

na - not available

Standard Metropolitan Area:

Dallas, Tarrant, Collin, Denton, Ellis, Hood, Johnson,
Kaufman, Rockwall, Wise, Parker Counties

Rank in U.S. based on supermarket sales 1981: 10

	U.S.	SMA Total	Central Cities Dallas Ft. Worth	
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 18,167	\$ 10,608	\$ 2,293
Food Store Sales (millions)	\$ 242,763	\$ 3,130	\$ 1,766	311
% of total retail sales	23.0%	17.2%	16.6%	13.6%
Supermarket Sales (millions)	\$ 227,756	\$ 3,000	\$ 1,693	\$ --
% of Food Store Sales	93.8%	95.8%	95.9%	-- %
Total number of Food Stores	171,592	2,645	817	408
Supermarket Sales per capita	\$ 985.92	\$ 973.43	\$ 1,063.18	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	3,081.9	1,592.4	\$ 380.5
Total number of Households (thousands)	83,618.0	1,138.3	606.6	146.0
Population by Age of Household Head				
Under 25 Years	8.6%	10.8%	11.1%	-- %
25 - 34 Years	23.2%	27.3%	28.5%	-- %
35 - 44 Years	18.0%	20.3%	20.1%	-- %
45 - 54 Years	14.5%	14.3%	14.3%	-- %
55 - 64 Years	15.4%	12.7%	12.6%	-- %
65 & Over	20.3%	14.6%	13.4%	-- %
Number of Persons per Household				
% by number of persons per household				
One	23.4%	23.7%	26.7%	-- %
Two	31.3%	31.1%	30.6%	-- %
Three	17.6%	18.3%	17.5%	-- %
Four	15.1%	15.5%	14.0%	-- %
Five	7.4%	6.9%	6.5%	-- %
Six & Over	5.2%	4.5%	4.7%	-- %
Average Household Size	2.76	2.71	2.63	--
INCOME 1981				
Net Effective Buying Income (millions)	\$2,012,117	\$ 32,716	\$ 19,001	\$ 3,640
Per Capita EBI	\$ 8,710.00	\$ 10,616	\$ 11,932	\$ 9,566
Median Household EBI	\$ 20,764.00	\$ 25,035	\$ 27,018	\$ 21,245
Household by EBI Groups				
% Distribution				
Under \$10,000	22.9%	16.8%	14.2%	12.5%
\$10,000 - \$24,999	38.1%	33.1%	31.3%	38.2%
\$25,000 & Over	39.0%	50.1%	54.5%	40.3%
Projected EBI % change	+75.6%	79.6%	74.7%	-- %
Projected average household EBI				
% change 1986/1981	+57.6%	53.0%	50.7%	-- %

11. NASSAU—SUFFOLK, NEW YORK

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		<u>64.3%</u>	
Waldbaum's	39	20.0	(Own) Central Islip, N.Y.
King Kullen	43	11.0	(Own) Westbury, N.Y.
Pathmark	22	11.0	(Own) Woodbridge, N.J.
A&P	33	7.0	(Own) Garden City, N.Y.
Grand Union	25	5.5	(Own) Garden City, N.Y.
Finast	8	3.0	(Own) Windsor Locks, Conn.
Gristede	15	2.0	(Own) Bronx, N.Y.
Shopwell	8	1.5	(Own) Bronx, N.Y.
7-Eleven (C)	96	1.2	Gristede Bros., Bronx, N.Y.
Dan's Supreme	6	1.0	White Rose Foods, Farmingdale, N.Y.
Dairy Barns (C)	53	0.7	(Own) East Northport, N.Y.
Farmette Dairy Stores (C)	14	0.2	(Own) North Bellmore, N.Y.
Royal Farms	1	0.2	White Rose Foods, Farmingdale, N.Y.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
		<u>21.5%</u>	
Foodtown	22	10.0	(Own) Twin County Grocer, Edison, N.J.
Shop Rite	10	6.5	Wakefern Food Corp., Elizabeth, N.J.
Key Foods	19	3.0	(Own) Brooklyn, N.Y.
IGA	18	2.0	Bozzuto's, Cheshire, Conn.
OTHER GROCERY STORES			
	na	<u>14.2%</u>	
TOTAL	432+	100.0%	

(C) Convenience Stores

na - not available

Standard Metropolitan Area:
Nassau, Suffolk Counties

Rank in U.S. based on supermarket sales 1981: 11

	U.S.	SMA Total	Central City
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 13,385	\$ --
Food Store Sales (millions)	\$ 242,763	\$ 3,085	\$ --
% of total retail sales	23.0%	23.0%	-- %
Supermarket Sales (millions)	\$ 227,756	\$ 2,609	\$ --
% of Food Store Sales	93.8%	84.6%	-- %
Total number of Food Stores	171,592		--
Supermarket Sales per capita	\$ 985.92	\$ 997.59	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	2,615.3	--
Total number of Households (thousands)	83,618.0	829.2	--
Population by Age of Household Head			
Under 25 Years	8.6%	4.0%	-- %
25 - 34 Years	23.2%	19.8%	-- %
35 - 44 Years	18.0%	21.0%	-- %
45 - 54 Years	14.5%	19.6%	-- %
55 - 64 Years	15.4%	18.5%	-- %
65 & Over	20.3%	17.1%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	14.5%	-- %
Two	31.3%	27.9%	-- %
Three	17.6%	19.2%	-- %
Four	15.1%	19.9%	-- %
Five	7.4%	11.1%	-- %
Six & Over	5.2%	7.4%	-- %
Average Household Size	2.76	3.15	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 28,424	\$ --
Per Capita EBI	\$ 8,710.00	\$ 10,868	\$ --
Median Household EBI	\$ 20,764.00	\$ 30,243	\$ --
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	10.4%	-- %
\$10,000 - \$24,999	38.1%	25.2%	-- %
\$25,000 & Over	39.0%	64.4%	-- %
Projected EBI % change	+75.6%	70.0%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	57.3%	-- %

12. ST. LOUIS, MISSOURI—ILLINOIS

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>58.0%</u>	
Schnucks	56	<u>24.0</u>	(Own) Bridgeton, Mo.
Kroger	57	18.0	(Own) Hazelwood, Mo.
National Food	40	16.0	Nat'l. Tea, Vinita Park, Mo.
7-Eleven (Southland Div.) (C)	97	na	(Own) Champaign, Ill.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>26.0%</u>	
IGA (Wetterau Foods)	50	<u>13.0</u>	(Own) Hazelwood, Mo.
Associated Grocers	169	8.0	(Own) St. Louis, Mo.
Tom Boy	46	5.0	(Own) St. Louis, Mo.
LEADING INDEPENDENTS:		<u>4.6%</u>	
Dierberg's	6	<u>3.0</u>	J.M. Jones, Champaign, Ill.
Overland Thrift Markets	7	1.6	Assoc. Grocers, St. Louis, Mo.
Straubs	4	na	Wetterau, Hazelwood, Mo.
OTHER GROCERY STORES	na	<u>11.4%</u>	
TOTAL	532+	100.0%	

(C) Convenience Stores

na - not available

Standard Metropolitan Area:

Mo.: St. Louis City, Franklin, Jefferson, St. Charles, St. Louis Counties

Ill.: Clinton, Madison, Monroe, St. Clair Counties

Rank in U.S. based on supermarket sales 1981: 12

	U.S.	SMA Total	Central City St. Louis
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 11,039	\$ 1,767
Food Store Sales (millions)	\$ 242,763	\$ 2,603	\$ 403
% of total retail sales	23.0%	23.6%	22.8%
Supermarket Sales (millions)	\$ 227,756	\$ 2,442	\$ 373
% of Food Store Sales	93.8%	93.8%	92.6%
Total number of Food Stores	171,592	2,093	792
Supermarket Sales per capita	\$ 985.92	\$ 1,037.82	\$ 874.77
POPULATION 1981 TOTAL (thousands)	231,009.5	2,353.0	426.4
Total number of Households (thousands)	83,618.0	854.2	170.5
Population by Age of Household Head			
Under 25 Years	8.6%	7.5%	8.1%
25 - 34 Years	23.2%	22.6%	19.4%
35 - 44 Years	18.0%	18.1%	12.4%
45 - 54 Years	14.5%	15.4%	12.5%
55 - 64 Years	15.4%	15.6%	16.8%
65 & Over	20.3%	20.8%	30.8%
Number of Persons per Household			
% by number of persons per household			
One	23.4%	23.8%	36.7%
Two	31.3%	30.2%	28.1%
Three	17.6%	17.8%	13.7%
Four	15.1%	15.2%	9.4%
Five	7.4%	7.5%	5.4%
Six & Over	5.2%	5.5%	6.7%
Average Household Size	2.76	2.75	2.50
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 21,672	\$ 3,398
Per Capita EBI	\$ 8,710.00	\$ 9,210	\$ 7,969
Median Household EBI	\$ 20,764.00	\$ 22,955	\$ 16,812
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	18.6%	30.8%
\$10,000 - \$24,999	38.1%	37.5%	40.7%
\$25,000 & Over	39.0%	43.9%	28.5%
Projected EBI % change	+75.6%	65.9%	51.6%
Projected average household EBI			
% change 1986/1981	+57.6%	54.3%	52.3%

13. BALTIMORE, MARYLAND

Market Area Covered Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		60.5%	
Giant Food	34	19.5	(Own) Landover, Md.
Food-A-Rama	34	12.5	B. Green & Co., Baltimore, Md.
A&P	31	8.5	(Own) Baltimore, Md.
Safeway	20	6.5	(Own) Landover, Md.
Acme/Super Saver**	4	5.0	(Own) Baltimore, Md.
Kash 'n Karry	6	2.3	na
Brown's	8	2.2	P.A. & S. Small Co., York, Pa.
Valu Food	4	1.9	na
E-Zee Markets	7	1.8	na
Sanitary	2	0.3	B. Green & Co., Baltimore, Md.
Royal Farms (C)	44	*	B. Green & Co., Baltimore, Md.
Wawa (C)	19	*	(Own) Wawa, Pa.
7-Eleven (C)	92	*	(Own) Falmouth, Va.
High Dairy Stores (C)	113	*	M. Loeb, Laurel, Md.
VOLUNTARY &/OR COOPERATIVE GROUPS:		0.4%	
Eddie's	5	0.4	Richfoods, Richmond, Va.
LEADING INDEPENDENTS:		4.6%	
Mars	7	4.6	(Own) Baltimore, Md.
Shapiro's	2	*	Richfoods, Richmond, Va.
Bi Rite	5	*	Richfoods, Richmond, Va.
OTHER GROCERY STORES	778	34.5%	
TOTAL	1,215	100.0%	

* Included in "Other Grocery Stores"

** Acme closed all stores in SMSA. The percent of sales recorded represents standing prior to closings.

na - not available

(C) Convenience Stores

Standard Metropolitan Area:

Anne Arundel, Baltimore, Carroll, Hartford, Howard Counties

Rank in U.S. based on supermarket sales 1981: 13

	U.S.	SMA Total	Central City Baltimore
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 10,288	\$ 2,566
Food Store Sales (millions)	\$ 242,763	\$ 2,524	\$ 568
% of total retail sales	23.0%	24.5%	22.1%
Supermarket Sales (millions)	\$ 227,756	\$ 2,326	\$ 495
% of Food Store Sales	93.8%	92.2%	87.1%
Total number of Food Stores	171,592	2,219	1,364
Supermarket Sales per capita	\$ 985.92	\$ 1,060.79	\$ 647.99
POPULATION 1981 TOTAL (thousands)	231,009.5	2,192.7	763.9
Total number of Households (thousands)	83,618.0	780.9	277.7
Population by Age of Household Head			
Under 25 Years	8.6%	7.5%	8.4%
25 - 34 Years	23.2%	23.9%	22.3%
35 - 44 Years	18.0%	19.2%	15.4%
45 - 54 Years	14.5%	15.4%	13.5%
55 - 64 Years	15.4%	16.4%	17.1%
65 & Over	20.3%	17.6%	23.2%
Number of Persons per Household			
% by number of persons per household			
One	23.4%	22.5%	28.6%
Two	31.3%	30.0%	27.7%
Three	17.6%	19.0%	17.1%
Four	15.1%	15.7%	12.2%
Five	7.4%	7.5%	6.9%
Six & Over	5.2%	5.3%	7.5%
Average Household Size	2.76	2.81	2.75
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 18,878	\$ 5,408
Per Capita EBI	\$ 8,710.00	\$ 8,609	\$ 7,080
Median Household EBI	\$ 20,764.00	\$ 21,526	\$ 16,829
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	18.3%	28.6%
\$10,000 - \$24,999	38.1%	42.3%	44.8%
\$25,000 & Over	39.0%	39.4%	26.6%
Projected EBI % change	+75.6%	76.1%	56.9%
Projected average household EBI			
% change 1986/1981	+57.6%	61.9%	63.8%

14. TAMPA—ST. PETERSBURG, FLORIDA

TAMPA

Market Area Covered:
Hillsborough County

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		86.9%	
Publix	10	24.0	(Own) Lakeland, Fla.
Winn-Dixie	17	23.0	(Own) Jacksonville, Fla.
Kash 'n Karry	18	14.0	Tampa Wholesale, Tampa, Fla.
Albertson's	4	13.0	(Own) Miami, Fla.
Family Mart	3	3.7	Publix, Lakeland, Fla.
U-Save	9	3.5	B&B Distributors, Tampa, Fla.
Food World	4	3.5	(Own) Lakeland, Fla.
Jewel T Discount	5	1.2	(Own) Orlando, Fla.
Thriftway	3	0.6	na
Convenience Stores	300	0.4	Various Suppliers
OTHER GROCERY STORES	458	13.1%	
TOTAL	831	100.0%	

ST. PETERSBURG

Market Area Covered:
Pinellas

	No. of Stores	% of Markets Grocery Store Sales	Principal Supplier
LEADING CHAINS:		94.7%	
Publix/Food World	30	23.2	(Own) Lakeland, Fla.
Winn-Dixie	28	23.1	(Own) Jacksonville, Fla.
Kash 'n Karry	14	18.1	Tampa Wholesale, Tampa, Fla.
Albertson's Southco	9	17.8	Super Foods, Orlando, Fla.
Family Mart	4	6.3	Publix, Lakeland, Fla.
Jewel T Discount	11	2.9	(Own) Orlando, Fla.
Grand Union	4	2.5	(Own) Hialeah, Fla.
Mr. C's	2	0.5	na
Convenience Stores	279	0.3	Various Suppliers
OTHER GROCERY STORES (includes all Independents)	484	5.3%	
TOTAL	865	100.0%	

na - not available

Standard Metropolitan Area:
Hillsborough, Pinellas, Pasco Counties

Rank in U.S. based on supermarket sales 1981: 14

	U.S.	SMA Total	Central Cities Tampa St. Pete	
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 8,331	\$ 1,903	\$ 1,126
Food Store Sales (millions)	\$ 242,763	\$ 2,221	\$ 279	360
% of total retail sales	23.0%	26.7%	14.7%	32.0%
Supermarket Sales (millions)	\$ 227,756	\$ 2,098	\$ --	\$ --
% of Food Store Sales	93.8%	94.5%	-- %	-- %
Total number of Food Stores	171,592	1,705	487	270
Supermarket Sales per capita	\$ 985.92	\$ 1,268.82	\$ --	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	1,653.5	266.3	239.9
Total number of Households (thousands)	83,618.0	683.1	105.9	105.8
Population by Age of Household Head				
Under 25 Years	8.6%	6.5%	-- %	-- %
25 - 34 Years	23.2%	17.2%	-- %	-- %
35 - 44 Years	18.0%	14.0%	-- %	-- %
45 - 54 Years	14.5%	11.9%	-- %	-- %
55 - 64 Years	15.4%	16.5%	-- %	-- %
65 & Over	20.3%	33.9%	-- %	-- %
Number of Persons per Household				
% by number of persons per household				
One	23.4%	26.4%	-- %	-- %
Two	31.3%	40.0%	-- %	-- %
Three	17.6%	14.8%	-- %	-- %
Four	15.1%	10.9%	-- %	-- %
Five	7.4%	4.8%	-- %	-- %
Six & Over	5.2%	3.1%	-- %	-- %
Average Household Size	2.76	2.42	--	--
INCOME 1981				
Net Effective Buying Income (millions)	\$2,012,117	\$ 13,046	\$ 2,078	\$ 1,982
Per Capita EBI	\$ 8,710.00	\$ 7,890	\$ 7,803	\$ 8,262
Median Household EBI	\$ 20,764.00	\$ 15,221	\$ 16,030	\$ 14,059
Household by EBI Groups				
% Distribution				
Under \$10,000	22.9%	32.8%	31.6%	35.1%
\$10,000 - \$24,999	38.1%	41.8%	41.9%	39.9%
\$25,000 & Over	39.0%	25.4%	26.5%	25.0%
Projected EBI % change	+75.6%	84.3%	-- %	-- %
Projected average household EBI				
% change 1986/1981	+57.6%	55.3%	-- %	-- %

15. ATLANTA, GEORGIA

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>88.0%</u>	
Alterman Foods:			
Food Giant	58 }		(Own) Atlanta, Ga.
Big Apple Food Whse	5 }	23.0	(Own) Atlanta, Ga.
Kroger	44	22.0	(Own) East Point, Ga.
Big Star	51	21.0	(Own) East Point, Ga.
Winn-Dixie	49	13.0	(Own) Atlanta, Ga.
A&P	24	9.0	(Own) Atlanta, Ga.
Jewel T Discount	10	na	(Own) Orlando, Fla.
Ogletree's Fine Foods	4	na	Super Valu Stores, Anniston, Ala.
L'il General/Little Giant	18	*	Associated Grocers Cooperative, College Park, Ga.
LEADING CONVENIENCE STORE CHAINS:			
Food Mart	11	*	na
Majik Markets (Munford Inc.)	150	*	Atlanta, Ga.
7-Eleven	34	*	Atlanta, Ga.
Tenneco	42	*	Atlanta, Ga.
Stop 'N Go	26	*	College Park, Ga.
Minit Chek	13	*	Atlanta, Ga.
Sing Food Store	12	*	Rio Stores Co-op, Albany, Ga.
Mr. B's Food Mart	10	*	na
Quik Thrift	10	*	na
Starvin' Marvin	10	*	na
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>5.0%</u>	
ABC Stores (Alterman)	161 }		(Own) Atlanta, Ga.
Associated Grocers	161 }	5.0	(Own) College Park, Ga.
Thriftown/Big Buy	29 }		
OTHER GROCERY STORES		<u>7.0%</u>	
TOTAL	948+	100.0%	

na - not available

* Included in "Other Grocery Stores"

Standard Metropolitan Area:

Butts, Cherokee, Clayton, Cobb, DeKalb, Douglas, Fayette, Forsyth,
Fulton, Gwinnett, Henry, Newton, Paulding, Rockdale, Walton Counties

Rank in U.S. based on supermarket sales 1981: 15

	U.S.	SMA Total	Central City Atlanta
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 10,545	\$ 2,192
Food Store Sales (millions)	\$ 242,763	\$ 2,151	\$ 321
% of total retail sales	23.0%	20.4%	14.6%
Supermarket Sales (millions)	\$ 227,756	\$ 2,076	\$ --
% of Food Store Sales	93.8%	96.5%	-- %
Total number of Food Stores	171,592	1,922	403
Supermarket Sales per capita	\$ 985.92	\$ 984.07	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	2,109.6	412.2
Total number of Households (thousands)	83,618.0	766.0	161.6
Population by Age of Household Head			
Under 25 Years	8.6%	9.6%	-- %
25 - 34 Years	23.2%	28.6%	-- %
35 - 44 Years	18.0%	21.7%	-- %
45 - 54 Years	14.5%	14.4%	-- %
55 - 64 Years	15.4%	12.4%	-- %
65 & Over	20.3%	13.3%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	22.8%	-- %
Two	31.3%	30.0%	-- %
Three	17.6%	19.2%	-- %
Four	15.1%	16.4%	-- %
Five	7.4%	7.2%	-- %
Six & Over	5.2%	4.4%	-- %
Average Household Size	2.76	2.75	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 19,362	\$ 3,874
Per Capita EBI	\$ 8,710.00	\$ 9,178	\$ 9,398
Median Household EBI	\$ 20,764.00	\$ 22,299	\$ 18,970
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	18.2%	25.7%
\$10,000 - \$24,999	38.1%	39.2%	39.0%
\$25,000 & Over	39.0%	42.6%	35.3%
Projected EBI % change	+75.6%	81.6%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	53.6%	-- %

16. NEWARK, NEW JERSEY

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		59.1%	
Mayfair Super Markets	44	12.6	(Own) Twin County Grocers, Edison, N.J.
Pathmark	19	10.8	(Own) Woodbridge, N.J.
Village Super Markets	18	10.2	Wakefern Food Corp., Elizabeth, N.J.
A&P	39	9.7	(Own) Edison, N.J.
Acme	15	4.2	(Own) Whippany, N.J.
Kings	11	3.8	White Rose Food Corp., Farmingdale, N.Y.
Grand Union	10	3.0	(Own) Elmwood Park, N.J.
Stop & Shop	5	2.7	(Own) North Haven, Conn.
Foodarama Supermarkets	2	1.1	Wakefern Food Corp., Elizabeth, N.J.
Singer Supermarkets	1	0.7	Wakefern Food Corp., Elizabeth, N.J.
7-Eleven	23	0.3	Bedford Hills, N.Y.
OTHER GROCERY STORES	na	40.9%	
TOTAL	187+	100.0%	

(C) Convenience Stores

na - not available

Standard Metropolitan Area:
Essex, Morris, Somerset, Union Counties

Rank in U.S. based on supermarket sales 1981: 16

	U.S.	SMA Total	Central City Newark
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 8,611	\$ 605
Food Store Sales (millions)	\$ 242,763	\$ 2,287	\$ 136
% of total retail sales	23.0%	26.6%	22.5%
Supermarket Sales (millions)	\$ 227,756	\$ 2,060	\$ --
% of Food Store Sales	93.8%	90.1%	-- %
Total number of Food Stores	171,592	2,309	456
Supermarket Sales per capita	\$ 985.92	\$ 1,057.60	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	1,947.8	320.1
Total number of Households (thousands)	83,618.0	681.6	109.0
Population by Age of Household Head			
Under 25 Years	8.6%	5.4%	-- %
25 - 34 Years	23.2%	21.0%	-- %
35 - 44 Years	18.0%	19.7%	-- %
45 - 54 Years	14.5%	16.8%	-- %
55 - 64 Years	15.4%	17.7%	-- %
65 & Over	20.3%	19.4%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	22.0%	-- %
Two	31.3%	28.9%	-- %
Three	17.6%	18.4%	-- %
Four	15.1%	16.2%	-- %
Five	7.4%	8.5%	-- %
Six & Over	5.2%	6.0%	-- %
Average Household Size	2.76	2.86	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 21,553	\$ 2,034
Per Capita EBI	\$ 8,710.00	\$ 11,065	\$ 6,354
Median Household EBI	\$ 20,764.00	\$ 27,885	\$ 15,948
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	14.4%	30.7%
\$10,000 - \$24,999	38.1%	28.9%	43.6%
\$25,000 & Over	39.0%	56.7%	25.7%
Projected EBI % change	+75.6%	68.6%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	66.6%	-- %

17. PITTSBURGH, PENNSYLVANIA

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		<u>75.1%</u>	
Giant Eagle	47	29.6	(Own) Pittsburgh, Pa.
Shop 'n Save	66	23.5	Charles Bros., Greensburg, Pa.
Kroger	37	11.0	(Own) Cleveland, Ohio & Irwin, Pa.
Foodland	75	11.0	Fox Grocery Co., Belle Vernon, Pa.
Super Dollar IGA	20	*	Potter-McCune Co., McKeesport, Pa.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Fox Grocery Co.	60	*	(Own) Belle Vernon, Pa.
Potter-Mc-Cune Co.	25	*	(Own) McKeesport, Pa.
LEADING INDEPENDENTS:			
Haines	2	*	Potter-McCune Co., McKeesport, Pa.
Marraccini	3	*	Potter-McCune Co., McKeesport, Pa.
OTHER GROCERY STORES:			
	na	<u>24.9%</u>	
TOTAL	335+	100.0%	

*Included in "Other Grocery Stores"

na - not available

Standard Metropolitan Area:

Allegheny, Beaver, Washington, Westmoreland Counties

Rank in U.S. based on supermarket sales 1981: 17

	U.S.	SMA Total	Central City Pittsburgh
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 9,865	\$ 1,759
Food Store Sales (millions)	\$ 242,763	\$ 2,177	\$ 320
% of total retail sales	23.0%	22.1%	18.2%
Supermarket Sales (millions)	\$ 227,756	\$ 1,959	\$ --
% of Food Store Sales	93.8%	90.0%	-- %
Total number of Food Stores	171,592	2,519	528
Supermarket Sales per capita	\$ 985.92	\$ 874.71	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	2,239.6	408.6
Total number of Households (thousands)	83,618.0	838.7	164.9
Population by Age of Household Head			
Under 25 Years	8.6%	5.6%	-- %
25 - 34 Years	23.2%	19.7%	-- %
35 - 44 Years	18.0%	15.6%	-- %
45 - 54 Years	14.5%	16.0%	-- %
55 - 64 Years	15.4%	19.5%	-- %
65 & Over	20.3%	23.6%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	24.1%	-- %
Two	31.3%	31.7%	-- %
Three	17.6%	17.8%	-- %
Four	15.1%	14.8%	-- %
Five	7.4%	7.3%	-- %
Six & Over	5.2%	4.3%	-- %
Average Household Size	2.76	2.67	
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 20,301	\$ 3,552
Per Capita EBI	\$ 8,710.00	\$ 9,065	\$ 8,693
Median Household EBI	\$ 20,764.00	\$ 21,638	\$ 18,040
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	20.2%	28.6%
\$10,000 - \$24,999	38.1%	40.2%	40.4%
\$25,000 & Over	39.0%	39.6%	31.0%
Projected EBI % change	+75.6%	60.5%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	56.2%	-- %

18. MINNEAPOLIS—ST. PAUL, MINNESOTA—WISCONSIN

Market Area Covered:

Anoka, Dakota, Hennepin,
Ramsey, Washington Counties

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>67.0%</u>	
Country Club	52	<u>19.0</u>	Gateway Food, Minneapolis, Minn.
Country Stores	13	14.0	Red Owl, Hopkins, Minn.
Cub	9	14.0	Super Valu, Hopkins, Minn.
Applebaum/National	36	9.0	Gateway Foods, Minneapolis, Minn.
Red Owl	23	7.0	(Own) Hopkins, Minn.
Lunds	6	4.0	Gateway Foods, Minneapolis, Minn.
LEADING CONVENIENCE STORE CHAINS:			
Tom Thumb	124	na	Hancock Nelson, St. Paul, Minn.
Kenny's	24	na	Hancock Nelson, St. Paul, Minn.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>21.0%</u>	
Super Valu	39	<u>21.0</u>	Hopkins, Minn.
LEADING INDEPENDENTS:		<u>10.0%</u>	
Byerly's	5	<u>4.0</u>	Super Valu, Hopkins, Minn.
Jerry's Foods	9	4.0	Super Valu, Hopkins, Minn.
Holiday	2	2.0	Fairway Foods, St. Paul, Minn.
OTHER GROCERY STORES	na	<u>2.0%</u>	
TOTAL	342+	100.0%	

(C) Convenience Stores
na - not available

Standard Metropolitan Area:

Minn.: Anoka, Carver, Chisago, Dakota, Hennepin, Ramsey, Scott, Washington, Wright Counties
Wisc.: St. Croix County

Rank in U.S. based on supermarket sales 1981: 18

	U.S.	SMA Total	Central Cities Minneapolis St. Paul	
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 11,630	\$ 1,454	\$ 1,242
Food Store Sales (millions)	\$ 242,763	\$ 2,064	\$ 227	286
% of total retail sales	23.0%	17.7%	15.6%	23.0%
Supermarket Sales (millions)	\$ 227,756	\$ 1,941	\$ --	\$ --
% of Food Store Sales	93.8%	94.0%	-- %	-- %
Total number of Food Stores	171,592	1,508	320	220
Supermarket Sales per capita	\$ 985.92	\$ 904.47	\$ --	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	2,146.0	360.3	263.5
Total number of Households (thousands)	83,618.0	795.8	162.7	106.8
Population by Age of Household Head				
Under 25 Years	8.6%	9.7%	-- %	-- %
25 - 34 Years	23.2%	27.5%	-- %	-- %
35 - 44 Years	18.0%	19.4%	-- %	-- %
45 - 54 Years	14.5%	13.7%	-- %	-- %
55 - 64 Years	15.4%	13.0%	-- %	-- %
65 & Over	20.3%	16.7%	-- %	-- %
Number of Persons per Household				
% by number of persons per household				
One	23.4%	24.9%	-- %	-- %
Two	31.3%	30.4%	-- %	-- %
Three	17.6%	16.6%	-- %	-- %
Four	15.1%	15.9%	-- %	-- %
Five	7.4%	7.8%	-- %	-- %
Six & Over	5.2%	4.4%	-- %	-- %
Average Household Size	2.76	2.70	--	--
INCOME 1981				
Net Effective Buying Income (millions)	\$2,012,117	\$ 20,771	\$ 3,650	\$ 2,598
Per Capita EBI	\$ 8,710.00	\$ 9,679	\$ 10,130	\$ 9,860
Median Household EBI	\$ 20,764.00	\$ 23,624	\$ 19,176	\$ 21,342
Household by EBI Groups				
% Distribution				
Under \$10,000	22.9%	16.8%	25.3%	22.4%
\$10,000 - \$24,999	38.1%	37.4%	39.6%	37.6%
\$25,000 & Over	39.0%	45.8%	35.1%	40.0%
Projected EBI % change	+75.6%	76.6%	-- %	-- %
Projected average household EBI				
% change 1986/1981	+57.6%	58.2%	-- %	-- %

19. CLEVELAND, OHIO

Market Area Covered:
Cuyhoga, Lake, Geauga &
Medina Counties

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		<u>59.9%</u>	
Pick-N-Pay	49	<u>28.3</u>	(Own) Maple Heights, Ohio
Fazio's	39	23.9	(Own) Bedford Heights, Ohio
Heinen's	10	7.7	(Own) Bedford Heights, Ohio
VOLUNTARY &/OR COOPERATIVE GROUPS:			
		<u>27.6%</u>	
Stop-N-Shop	32	<u>17.0</u>	American Seaway Foods, Cleveland, Ohio
Bi-Rite	28	5.4	American Seaway Foods, Cleveland, Ohio
Eagle	31	2.9	American Seaway Foods, Cleveland, Ohio
Bi-Lo/Barney's	13	2.3	(Own) Solon, Ohio
OTHER GROCERY STORES			
	na	<u>12.5%</u>	
TOTAL	202+	100.0%	

na - not available

Standard Metropolitan Area:
Cuyahoga, Geauga, Lake, Medina Counties

Rank in U.S. based on supermarket sales 1981: 19

	U.S.	SMA Total	Central City Cleveland
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 9,034	\$ 1,641
Food Store Sales (millions)	\$ 242,763	\$ 2,101	\$ 381
% of total retail sales	23.0%	23.3%	23.2%
Supermarket Sales (millions)	\$ 227,756	\$ 1,932	\$ --
% of Food Store Sales	93.8%	92.0%	-- %
Total number of Food Stores	171,592	2,036	941
Supermarket Sales per capita	\$ 985.92	\$ 1,032.99	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	1,870.3	545.5
Total number of Households (thousands)	83,618.0	700.1	212.8
Population by Age of Household Head			
Under 25 Years	8.6%	6.7%	-- %
25 - 34 Years	23.2%	21.9%	-- %
35 - 44 Years	18.0%	17.4%	-- %
45 - 54 Years	14.5%	15.6%	-- %
55 - 64 Years	15.4%	17.9%	-- %
65 & Over	20.3%	20.5%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	25.5%	-- %
Two	31.3%	30.5%	-- %
Three	17.6%	17.1%	-- %
Four	15.1%	14.3%	-- %
Five	7.4%	7.6%	-- %
Six & Over	5.2%	5.0%	-- %
Average Household Size	2.76	2.67	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 18,739	\$ 4,017
Per Capita EBI	\$ 8,710.00	\$ 10,019	\$ 7,364
Median Household EBI	\$ 20,764.00	\$ 24,391	\$ 17,301
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	17.5%	29.8%
\$10,000 - \$24,999	38.1%	34.3%	43.7%
\$25,000 & Over	39.0%	48.2%	26.5%
Projected EBI % change	+75.6%	68.1%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	59.6%	-- %

20. DENVER—BOULDER, COLORADO

DENVER			
Market Area Covered:			
Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		91.0%	
King Soopers (Dillon)	40	45.0	(Own) Denver, Colo.
Safeway	60	37.0	(Own) Denver, Colo.
Albertson's	16	9.0	Western Grocers, Denver, Colo.
Friendly Markets	4	*	(Own) Denver, Colo.
7-Eleven (C) (Southland Corp.)	130	*	McLane Western, Denver, Colo.
PDQ (C)	8	*	na
Tenneco (C)	15	*	na
U-Tote-M (C)	43	*	Associated Grocers, Denver, Colo.
Shop 'n Go (National Convenience)	26	*	na
VOLUNTARY &/OR COOPERATIVE GROUPS:		5.5%	
Associated Grocers	70	5.5	(Own) Assoc. Grocers, Denver, Colo.
AG Super Food	10	*	Assoc. Grocers, Denver, Colo.
Associated Food Market	10	*	Assoc. Grocers, Denver, Colo.
LEADING INDEPENDENTS:			
Colo. Soupers	6	*	Western Grocers, Denver, Colo.
OTHER GROCERY STORES	na	3.5%	
TOTAL	438+	100.0%	
BOULDER			
Market Area Covered:			
ABC City Zone/Boulder County			
LEADING CHAINS:		85.0%	
7-Eleven (C)	7	*	McLane Western, Denver, Colo.
King Soopers	3	65.0	(Own) Denver, Colo.
Safeway	2	20.0	(Own) Denver, Colo.
Albertson's	2	*	McLane Western
Miller's Supers	1	*	Western Grocers, Denver, Colo.
LEADING INDEPENDENTS:			
Ideal	1	*	Assoc. Grocers, Denver, Colo.
Ray's	1	*	Meats Only-Swifts, Denver, Colo.
Bova's Pantry	1	*	Assoc. Grocers, Denver, Colo.
Steele's	1	*	Assoc. Grocers, Denver, Colo.
Cornucopia	1	*	Assoc. Grocers, Denver, Colo.
Country Store	1	*	Assoc. Grocers, Denver, Colo.
OTHER GROCERY STORES	na	15.0%	
TOTAL	21+	100.0%	

(C) Convenience Stores

na - not available

*Included in "Other Grocery Stores"

Standard Metropolitan Area:

Adams, Arapahoe, Boulder, Denver, Douglas, Gilpin, Jefferson Counties

Rank in U.S. based on supermarket sales 1981: 20

	U.S.	SMA Total	Central City Denver
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 9,009	\$ 2,523
Food Store Sales (millions)	\$ 242,763	\$ 2,005	\$ 581
% of total retail sales	23.0%	22.3%	23.0%
Supermarket Sales (millions)	\$ 227,756	\$ 1,921	\$ 548
% of Food Store Sales	93.8%	95.8%	94.3%
Total number of Food Stores	171,592	1,022	365
Supermarket Sales per capita	\$ 985.92	\$ 1,134.00	\$ 1,124.79
POPULATION 1981 TOTAL (thousands)	231,009.5	1,694.0	487.2
Total number of Households (thousands)	83,618.0	654.1	215.0
Population by Age of Household Head			
Under 25 Years	8.6%	10.4%	11.3%
25 - 34 Years	23.2%	30.1%	29.2%
35 - 44 Years	18.0%	20.2%	14.4%
45 - 54 Years	14.5%	13.8%	11.4%
55 - 64 Years	15.4%	12.4%	13.7%
65 & Over	20.3%	13.0%	20.0%
Number of Persons per Household			
% by number of persons per household			
One	23.4%	26.3%	37.0%
Two	31.3%	32.0%	32.7%
Three	17.6%	17.1%	13.5%
Four	15.1%	14.8%	9.2%
Five	7.4%	6.3%	4.3%
Six & Over	5.2%	3.5%	3.3%
Average Household Size	2.76	2.59	2.27
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 17,328	\$ 5,471
Per Capita EBI	\$ 8,710.00	\$ 10,229	\$ 11,230
Median Household EBI	\$ 20,764.00	\$ 23,727	\$ 21,149
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	16.4%	22.2%
\$10,000 - \$24,999	38.1%	37.2%	37.2%
\$25,000 & Over	39.0%	46.3%	40.6%
Projected EBI % change	+75.6%	89.6%	74.6%
Projected average household EBI			
% change 1986/1981	+57.6%	57.9%	68.8%

21. MIAMI, FLORIDA

Market Area Covered:
Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		75.0%	
Publix	31	26.0	(Own) No. Miami, Fla.
Winn-Dixie/Kwik Chek	48	24.0	(Own) Hialeah, Fla.
Pantry Pride	38	16.0	(Own) Hialeah, Fla.
Grand Union/Basics	24	9.0	(Own) Hialeah, Fla.
U-Tote-M (C)	88	*	Malone & Hyde
7-Eleven (C)	73	*	(Own) Orlando, Fla.
Treasury	2	*	Malone & Hyde
Food Spot (C)	30	*	Assoc. Grocers, Hialeah, Fla.
Tom Thumb (C)	10	*	Assoc. Grocers, Hialeah, Fla.
VOLUNTARY &/OR COOPERATIVE GROUPS:		19.0%	
Associated Grocers	195	11.0	(Own) Hialeah, Fla.
Malone & Hyde	212	8.0	(Own) Hialeah, Fla.
LEADING INDEPENDENTS:			
Great Value	3	*	Assoc. Grocers, Hialeah, Fla.
Country Best	3	*	Assoc. Grocers, Hialeah, Fla.
OTHER GROCERY STORES	na	6.0%	
TOTAL	57+	100.0%	

* Included in "Other Grocery Stores"
na - not available

Standard Metropolitan Area:
Dade County

Rank in U.S. based on supermarket sales 1981: 21

	U.S.	SMA Total	Central City Miami
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 9,225	\$ 2,020
Food Store Sales (millions)	\$ 242,763	\$ 2,023	\$ 322
% of total retail sales	23.0%	21.9%	15.9%
Supermarket Sales (millions)	\$ 227,756	\$ 1,844	\$ --
% of Food Store Sales	93.8%	91.2%	-- %
Total number of Food Stores	171,592	1,825	599
Supermarket Sales per capita	\$ 985.92	\$ 1,052.99	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	1,751.2	396.4
Total number of Households (thousands)	83,618.0	640.3	149.5
Population by Age of Household Head			
Under 25 Years	8.6%	6.2%	-- %
25 - 34 Years	23.2%	19.2%	-- %
35 - 44 Years	18.0%	18.0%	-- %
45 - 54 Years	14.5%	15.5%	-- %
55 - 64 Years	15.4%	15.7%	-- %
65 & Over	20.3%	25.4%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	26.8%	-- %
Two	31.3%	31.9%	-- %
Three	17.6%	16.7%	-- %
Four	15.1%	12.8%	-- %
Five	7.4%	6.5%	-- %
Six & Over	5.2%	5.3%	-- %
Average Household Size	2.76	2.73	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 15,613	\$ 2,821
Per Capita EBI	\$ 8,710.00	\$ 8,915	\$ 7,116
Median Household EBI	\$ 20,764.00	\$ 19,779	\$ 15,210
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	24.3%	32.8%
\$10,000 - \$24,999	38.1%	38.1%	43.0%
\$25,000 & Over	39.0%	37.6%	24.2%
Projected EBI % change	+75.6%	76.5%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	50.2%	-- %

22. SEATTLE—EVERETT, WASHINGTON

Market Area Covered:

Standard Metropolitan Area -
King and Snohomish Counties

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>76.5%</u>	
Safeway	67	41.0	(Own) Bellevue, Wash.
Albertson's	31	9.0	West Coast Whlsl. Groc., Tacoma, Wash.
Lucky	21	7.0	West Coast Whlsl. Groc. Co., Tacoma, Wash.
Quality Food Centers (QFC)	20	7.0	West Coast Whlsl. Groc. Co., Tacoma, Wash.
Prairie Market	22	3.5	Tradewell Warehouse, Kent, Wash.
Tradewell	20	3.5	(Own) Kent, Wash.
Fred Meyer	11	2.0	(Own) Portland, Oregon
B & M	4	2.0	West Coast Whlsl. Groc., Tacoma, Wash.
7-Eleven (C)	142	1.5	McLane/Northwest, Tacoma, Wash.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>7.8%</u>	
Mark-It	12	<u>3.0</u>	
Thriftway	13	2.8	Assoc. Grocers, Inc., Seattle, Wash.
IGA	8	2.0	Assoc. Grocers, Inc., Seattle, Wash.
			American-Strevell, Portland, Oregon
OTHER GROCERY STORES	na	<u>15.7%</u>	
TOTAL	376+	100.0%	

(C) Convenience Stores
na - not available

Standard Metropolitan Area:
King, Snohomish Counties

Rank in U.S. based on supermarket sales 1981: 22

	U.S.	SMA Total	Central City Seattle
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 9,179	\$ 3,020
Food Store Sales (millions)	\$ 242,763	\$ 1,901	\$ 503
% of total retail sales	23.0%	20.7%	16.7%
Supermarket Sales (millions)	\$ 227,756	\$ 1,803	\$ --
% of Food Store Sales	93.8%	94.8%	-- %
Total number of Food Stores	171,592	1,277	493
Supermarket Sales per capita	\$ 985.92	\$ 1,096.52	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	1,644.3	487.5
Total number of Households (thousands)	83,618.0	644.4	221.1
Population by Age of Household Head			
Under 25 Years	8.6%	9.5%	-- %
25 - 34 Years	23.2%	27.2%	-- %
35 - 44 Years	18.0%	19.2%	-- %
45 - 54 Years	14.5%	13.4%	-- %
55 - 64 Years	15.4%	14.2%	-- %
65 & Over	20.3%	16.5%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	26.8%	-- %
Two	31.3%	33.4%	-- %
Three	17.6%	16.3%	-- %
Four	15.1%	14.1%	-- %
Five	7.4%	6.1%	-- %
Six & Over	5.2%	3.3%	-- %
Average Household Size	2.76	2.55	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 16,843	\$ 5,231
Per Capita EBI	\$ 8,710.00	\$ 10,243	\$ 10,730
Median Household EBI	\$ 20,764.00	\$ 23,904	\$ 20,439
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	17.7%	24.1%
\$10,000 - \$24,999	38.1%	35.5%	37.7%
\$25,000 & Over	39.0%	46.8%	38.2%
Projected EBI % change	+75.6%	72.0%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	55.9%	-- %

23. SAN DIEGO, CALIFORNIA

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Vons	29	<u>88.4%</u> 24.4	(Own) El Monte, Cal., A.M. Lewis, National City, Cal.
Food Basket	22	14.0	(Own) Buena Park, Cal.
Safeway	45	13.1	(Own) National City, Cal.
Alpha Beta	29	9.7	(Own) LaHabra, Cal.
Fed-Mart*	15	9.7	(Own) San Diego, Cal.
			Certified Grocers, L.A., Cal.
Big Bear	30	7.5	(Own) San Diego, Cal.
			Certified Grocers, L.A., Cal.
Gemco	6	5.5	(Own) Buena Park, Cal.
Convenience Stores	229	4.0	Various Suppliers
(Corner Foods, U-Tote'm, Hoagy's Corners, Circle K, Lavicio's Deli Market)			
Mayfair	5	0.5	Certified Grocers, L.A., Cal.
LEADING INDEPENDENTS:			
Military Commissaries	5	<u>6.0%</u> 6.0	(Own) San Diego, Cal., A.M. Lewis, National City, Cal. Certified Grocers, L.A., Cal.
OTHER GROCERY STORES**			
	339	<u>5.6%</u>	
TOTAL	754	100.0%	

na - not available

* Fed-Mart closed all 15 San Diego-area stores in July 1981. The percent of Sales figures represents it's standing prior to the closings.

** Includes Albertson's, Windmill Farms, Frazier Farms, Price Club.

Standard Metropolitan Area:
San Diego County

Rank in U.S. based on supermarket sales 1981: 23

	U.S.	SMA Total	Central City San Diego
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 9,157	\$ 4,081
Food Store Sales (millions)	\$ 242,763	\$ 1,935	\$ 895
% of total retail sales	23.0%	21.1%	21.9%
Supermarket Sales (millions)	\$ 227,756	\$ 1,775	\$ --
% of Food Store Sales	93.8%	91.7%	-- %
Total number of Food Stores	171,592	1,379	645
Supermarket Sales per capita	\$ 985.92	\$ 907.51	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	1,955.9	904.0
Total number of Households (thousands)	83,618.0	718.6	338.5
Population by Age of Household Head			
Under 25 Years	8.6%	11.3%	-- %
25 - 34 Years	23.2%	26.5%	-- %
35 - 44 Years	18.0%	17.6%	-- %
45 - 54 Years	14.5%	12.9%	-- %
55 - 64 Years	15.4%	14.0%	-- %
65 & Over	20.3%	17.8%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	24.3%	-- %
Two	31.3%	34.7%	-- %
Three	17.6%	17.0%	-- %
Four	15.1%	13.4%	-- %
Five	7.4%	6.2%	-- %
Six & Over	5.2%	4.4%	-- %
Average Household Size	2.76	2.72	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 17,460	\$ 8,174
Per Capita EBI	\$ 8,710.00	\$ 8,927	\$ 9,042
Median Household EBI	\$ 20,764.00	\$ 20,311	\$ 19,690
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	22.4%	24.1%
\$10,000 - \$24,999	38.1%	40.0%	39.3%
\$25,000 & Over	39.0%	37.6%	36.6%
Projected EBI % change	+75.6%	87.8%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	57.2%	-- %

24. PHOENIX, ARIZONA

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>96.0%</u>	
Smitty's	20	<u>33.0</u>	Assoc. Grocers, Phoenix, Ariz.
Bayless	35	14.0	(Own) Phoenix, Ariz.
Fry's	23	11.0	Assoc. Grocers, Phoenix, Ariz.
Alpha Beta	33	9.0	(Own) Phoenix, Ariz.
Safeway	29	8.0	(Own) Phoenix, Ariz.
Bashas'	27	7.0	(Own) Chandler, Ariz.
Lucky	22	7.0	(Own) Phoenix, Ariz.
Circle K (C)	225	4.0	na
Low Cost Mkts.	15	3.0	(Own) Phoenix, Ariz.
OTHER GROCERY STORES	na	<u>4.0%</u>	
TOTAL	429+	100.0%	

(C) Convenience Stores

na - not available

Standard Metropolitan Area:
Maricopa County

Rank in U.S. based on supermarket sales 1981: 24

	U.S.	SMA Total	Central City Phoenix
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 7,204	\$ 3,396
Food Store Sales (millions)	\$ 242,763	\$ 1,728	\$ 754
% of total retail sales	23.0%	24.0%	22.2%
Supermarket Sales (millions)	\$ 227,756	\$ 1,680	\$ --
% of Food Store Sales	93.8%	97.2%	-- %
Total number of Food Stores	171,592	1,111	600
Supermarket Sales per capita	\$ 985.92	\$ 1,038.19	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	1,618.2	822.1
Total number of Households (thousands)	83,618.0	598.3	303.8
Population by Age of Household Head			
Under 25 Years	8.6%	9.5%	-- %
25 - 34 Years	23.2%	24.0%	-- %
35 - 44 Years	18.0%	18.2%	-- %
45 - 54 Years	14.5%	13.3%	-- %
55 - 64 Years	15.4%	15.0%	-- %
65 & Over	20.3%	20.0%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	21.8%	-- %
Two	31.3%	35.5%	-- %
Three	17.6%	16.6%	-- %
Four	15.1%	14.1%	-- %
Five	7.4%	6.9%	-- %
Six & Over	5.2%	5.1%	-- %
Average Household Size	2.76	2.70	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 13,757	\$ 6,884
Per Capita EBI	\$ 8,710.00	\$ 8,502	\$ 8,374
Median Household EBI	\$ 20,764.00	\$ 20,225	\$ 20,115
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	22.4%	22.2%
\$10,000 - \$24,999	38.1%	40.0%	41.8%
\$25,000 & Over	39.0%	37.6%	36.0%
Projected EBI % change	+75.6%	89.9%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	52.7%	-- %

25. RIVERSIDE—SAN BERNARDINO—ONTARIO, CALIFORNIA

SAN BERNARDINO

Market Area Covered:
San Bernardino County

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		81.3%	
Stater Bros.	35	28.0	(Own) Colton, Cal.
Alpha Beta	20	16.0	(Own) La Habra, Cal.
Safeway	12	10.5	(Own) Downey, Cal.
Lucky	5	5.5	(Own) Buena Park, Cal.
Base Commissary	4	4.3	na
Vons	9	4.0	(Own) Los Angeles, Cal.
Circle K (C)	48	3.0	A.M. Lewis, Riverside, Cal.
Market Basket	3	2.0	(Own) Kroger Co., L.A., Cal.
Fedco	1	1.5	na
7-Eleven (C)	29	1.5	A.M. Lewis, Riverside, Cal.
Stop N Go (C)	15	1.4	A.M. Lewis, Riverside, Cal.
Ralph's	1	0.9	(Own) Compton, Cal.
Thriftmart	1	0.8	(Own) L.A., Cal.
Gemco	2	0.8	(Own) Buena Park, Cal.
Food King	2	0.8	Certified Grocers, Corona, Cal.
Albertson's	1	0.3	(Own) Fullerton, Cal.
VOLUNTARY &/OR COOPERATIVE GROUPS:		10.0%	
Orange Empire	114	5.0	(Own) A.M. Lewis, Riverside, Cal.
Certified Grocers	108	5.0	(Own) Los Angeles, Cal.
LEADING INDEPENDENTS	na	8.7%	
OTHER GROCERY STORES	433	na	
TOTAL	843+	100.0%	

RIVERSIDE

Market Area Covered:
Riverside County

LEADING CHAINS:		77.5%	
Stater Bros.	27	17.0	(Own) Colton, Cal.
Alpha Beta	19	16.8	(Own) La Habra, Cal.
Safeway	12	12.0	(Own) Downey, Cal.
Vons	13	9.6	(Own) Los Angeles, Cal.
Market Basket	4	4.2	Kroger, Los Angeles, Cal.
Gemco	3	3.6	(Own) Buena Park, Cal.
Lucky	1	3.5	(Own) Buena Park, Cal.
Albertson's	4	3.2	(Own) Los Angeles, Cal.
Circle K (C)	33	2.0	A.M. Lewis, Riverside, Cal.
7-Eleven (C)	30	1.5	A.M. Lewis, Riverside, Cal.
Stop N Go (C)	6	1.5	A.M. Lewis, Riverside, Cal.
Smith's Food King	6	1.5	Certified Grocers, Lynwood, Cal.
Thriftmart	1	0.6	(Own) Los Angeles, Cal.
Ralphs	2	0.5	(Own) Compton, Cal.
VOLUNTARY &/OR COOPERATIVE GROUPS:		10.0%	
Orange Empire	100	5.0	(Own) A.M. Lewis, Riverside, Cal.
Certified Grocers	99	5.0	(Own) Los Angeles, Cal.

Standard Metropolitan Area:
Riverside, San Bernardino Counties

Rank in U.S. based on supermarket sales 1981: 25

	U.S.	SMA Total	Central City Riverside
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 7,143	\$ 1,022
Food Store Sales (millions)	\$ 242,763	\$ 1,588	\$ 175
% of total retail sales	23.0%	22.2%	17.1%
Supermarket Sales (millions)	\$ 227,756	\$ 1,481	\$ --
% of Food Store Sales	93.8%	93.3%	-- %
Total number of Food Stores	171,592	1,211	104
Supermarket Sales per capita	\$ 985.92	\$ 900.36	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	1,644.9	176.2
Total number of Households (thousands)	83,618.0	591.1	63.7
Population by Age of Household Head			
Under 25 Years	8.6%	9.1%	-- %
25 - 34 Years	23.2%	23.9%	-- %
35 - 44 Years	18.0%	17.6%	-- %
45 - 54 Years	14.5%	13.1%	-- %
55 - 64 Years	15.4%	14.8%	-- %
65 & Over	20.3%	21.5%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	20.9%	-- %
Two	31.3%	34.2%	-- %
Three	17.6%	17.1%	-- %
Four	15.1%	15.1%	-- %
Five	7.4%	7.4%	-- %
Six & Over	3.2%	5.3%	-- %
Average Household Size	2.76	2.78	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 13,527	\$ 1,607
Per Capita EBI	\$ 8,710.00	\$ 8,224	\$ 9,120
Median Household EBI	\$ 20,764.00	\$ 19,936	\$ 22,529
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	24.7%	21.1%
\$10,000 - \$24,999	38.1%	38.4%	35.1%
\$25,000 & Over	39.0%	36.9%	43.8%
Projected EBI % change	+75.6%	90.6%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	58.1%	-- %

RIVERSIDE (continued)

LEADING INDEPENDENTS:		3.0%	
Ray's	1	2.0	na
Uli's	1	1.0	A.M. Lewis, Riverside, Cal.
OTHER GROCERY STORES	409	9.5%	
TOTAL	771	100.0%	

na - not available

(C) Convenience Stores

26. MILWAUKEE, WISCONSIN

Market Area Covered:
Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		85.0%	
Kohl's	47	30.0	(Own) Milwaukee, Wis.
Pick 'N Save	17	27.0	Roundy's, Milwaukee, Wis.
Sentry	39	22.0	(Own) Godfrey Co., Waukesha, Wis.
Red Owl	11	3.0	(Own) Green Bay, Wis.
Piggly Wiggly	4	3.0	Schultz Save-O-Stores, Sheboygan, Wis.
VOLUNTARY &/OR COOPERATIVE GROUPS:		15.0%	
Shop-Rite	33	7.0	Roundy's Milwaukee, Wis.
Super-Value Stores	3	6.0	(Own) Green Bay, Wis.
A G Stores	120	2.0	(Own) Associated Grocers, New Berlin, Wis.
TOTAL	274	100.0%	

Standard Metropolitan Area:

Milwaukee, Ozaukee, Washington, Waukesha Counties

Rank in U.S. based on supermarket sales 1981: 26

	U.S.	SMA Total	Central City Milwaukee
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 6,806	\$ 2,454
Food Store Sales (millions)	\$ 242,763	\$ 1,559	\$ 613
% of total retail sales	23.0%	22.9%	25.0%
Supermarket Sales (millions)	\$ 227,756	\$ 1,461	\$ --
% of Food Store Sales	93.8%	93.7%	-- %
Total number of Food Stores	171,592	1,001	543
Supermarket Sales per capita	\$ 985.92	\$ 1,044.17	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	1,399.2	623.3
Total number of Households (thousands)	83,618.0	513.0	242.7
Population by Age of Household Head			
Under 25 Years	8.6%	8.2%	-- %
25 - 34 Years	23.2%	24.0%	-- %
35 - 44 Years	18.0%	17.8%	-- %
45 - 54 Years	14.5%	15.3%	-- %
55 - 64 Years	15.4%	15.4%	-- %
65 & Over	20.3%	19.3%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	24.5%	-- %
Two	31.3%	30.7%	-- %
Three	17.6%	17.0%	-- %
Four	15.1%	15.1%	-- %
Five	7.4%	7.6%	-- %
Six & Over	5.2%	5.1%	-- %
Average Household Size	2.76	2.73	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 13,087	\$ 4,869
Per Capita EBI	\$ 8,710.00	\$ 9,353	\$ 7,812
Median Household EBI	\$ 20,764.00	\$ 23,371	\$ 18,790
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	17.5%	24.6%
\$10,000 - \$24,999	38.1%	37.6%	46.2%
\$25,000 & Over	39.0%	44.9%	29.2%
Projected EBI % change	+75.6%	68.2%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	59.3%	-- %

27. SAN JOSE, CALIFORNIA

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		76.5%	
Safeway	30	20.9	(Own) Fremont, Cal.
Lucky	24	15.0	(Own) San Leandro, Cal.
Alpha Beta	24	10.5	(Own) Milpitas, Cal.
Frys	11	10.0	Certified, Los Angeles, Cal.
Nob Hill	9	7.0	Fleming Foods, San Leandro, Cal.
Albertson's	6	5.0	Fleming Foods, San Leandro, Cal.
P.W. Super	6	4.0	United Grocers, Richmond, Cal.
Brentwood	7	4.0	Fleming Foods, San Francisco, Cal.
7-Eleven (C)	89	1.0	United Grocers, Cupertino, Cal.
Stop-N-Go (C)	20	*	United Grocers, Richmond, Cal.
LEADING INDEPENDENTS:		10.0%	
Original Food Villa	3	3.5	United Grocers, Richmond, Cal.
H & S Food Villa	3	2.5	United Grocers, Richmond, Cal.
Food Fair	3	2.0	United Grocers, Richmond, Cal.
Manor Markets	2	2.0	United Grocers, San Jose, Cal.
Lincoln Lane	2	*	United Grocers, San Jose, Cal.
Co-op Supermarkets	4	*	United Grocers, San Jose, Cal.
Food Plaza	2	*	United Grocers, San Jose Cal.
OTHER GROCERY STORES	na	13.5%	
TOTAL	245+	100.0%	

na - not available

(C) Convenience Stores

* Included in "Other Grocery Stores"

Standard Metropolitan Area:
Santa Clara County

Rank in U.S. based on supermarket sales 1981: 27

	U.S.	SMA Total	Central City San Jose
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 7,532	\$ 3,022
Food Store Sales (millions)	\$ 242,763	\$ 1,557	\$ 679
% of total retail sales	23.0%	20.7%	22.5%
Supermarket Sales (millions)	\$ 227,756	\$ 1,461	\$ --
% of Food Store Sales	93.8%	93.8%	-- %
Total number of Food Stores	171,592	983	416
Supermarket Sales per capita	\$ 985.92	\$ 1,089.81	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	1,340.6	667.7
Total number of Households (thousands)	83,618.0	486.9	228.4
Population by Age of Household Head			
Under 25 Years	8.6%	9.7%	-- %
25 - 34 Years	23.2%	27.8%	-- %
35 - 44 Years	18.0%	22.0%	-- %
45 - 54 Years	14.5%	15.0%	-- %
55 - 64 Years	15.4%	13.0%	-- %
65 & Over	20.3%	12.5%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	22.8%	-- %
Two	31.3%	31.4%	-- %
Three	17.6%	18.0%	-- %
Four	15.1%	15.7%	-- %
Five	7.4%	7.1%	-- %
Six & Over	5.2%	5.0%	-- %
Average Household Size	2.76	2.75	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 17,084	\$ 7,411
Per Capita EBI	\$ 8,710.00	\$ 12,743	\$ 11,099
Median Household EBI	\$ 20,764.00	\$ 32,336	\$ 31,091
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	11.2%	12.4%
\$10,000 - \$24,999	38.1%	23.1%	23.9%
\$25,000 & Over	39.0%	65.7%	63.7%
Projected EBI % change	+75.6%	81.1%	-- %
Projected average household EBI % change 1986/1981	+57.6%	53.9%	-- %

28. BUFFALO, NEW YORK

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		<u>92.0%</u>	
Tops Markets	37	<u>34.0</u>	Niagara Frontier Services, Buffalo, N.Y.
Bells	41	27.5	Peter J. Schmitt, Buffalo, N.Y.
Super Duper	41	25.5	S.M. Flickinger, Buffalo, N.Y.
Wegman Food Markets	3	5.0	Wegman, Rochester, N.Y.
IGA - Key Foods	5	*	Tripifoods Inc., Buffalo, N.Y.
Holly Farm	12		
Food Valu	4		
Busymart	10	*	(Own) Williamsville, N.Y. Bishop, Buffalo, N.Y. Limco Imports, Buffalo, N.Y.
Federal Meat Markets	21		
Food King	9		
Columbia Markets	4	*	
LEADING CONVENIENCE STORE CHAINS:			
Wilson Farms	48	*	Niagara Frontier Services, Buffalo, N.Y.
Convenient Food Marts	34	*	S.M. Flickinger, Buffalo, N.Y.
7-Eleven	23	*	S.M. Flickinger, Buffalo, N.Y.
Corner Store	11	*	S.M. Flickinger, Buffalo, N.Y.
Stop N Go Foods	9	*	na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
B-Kwik	13	*	Niagara Frontier Services, Buffalo, N.Y.
Bishop Stores	12	*	(Own) Buffalo, N.Y.
Red & White	4	*	S.M. Flickinger, Buffalo, N.Y.
OTHER GROCERY STORES			
	na	<u>8.0%</u>	
TOTAL	342+	100.0%	

* Included in "Other Grocery Stores"
na - not available

Standard Metropolitan Area:
Erie, Niagara Counties

Rank in U.S. based on supermarket sales 1981: 28

	U.S.	SMA Total	Central City Buffalo
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 5,804	\$ 990
Food Store Sales (millions)	\$ 242,763	\$ 1,599	\$ 438
% of total retail sales	23.0%	27.5%	44.2%
Supermarket Sales (millions)	\$ 227,756	\$ 1,434	\$ --
% of Food Store Sales	93.8%	89.7%	-- %
Total number of Food Stores	171,592	1,337	551
Supermarket Sales per capita	\$ 985.92	\$ 1,172.72	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	1,222.8	341.0
Total number of Households (thousands)	83,618.0	448.6	137.7
Population by Age of Household Head			
Under 25 Years	8.6%	6.6%	-- %
25 - 34 Years	23.2%	20.4%	-- %
35 - 44 Years	18.0%	16.5%	-- %
45 - 54 Years	14.5%	16.0%	-- %
55 - 64 Years	15.4%	18.4%	-- %
65 & Over	20.3%	22.1%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	24.5%	-- %
Two	31.3%	30.4%	-- %
Three	17.6%	17.3%	-- %
Four	15.1%	14.8%	-- %
Five	7.4%	7.9%	-- %
Six & Over	5.2%	5.1%	-- %
Average Household Size	2.76	2.73	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 10,597	\$ 2,630
Per Capita EBI	\$ 8,710.00	\$ 8,666	\$ 7,713
Median Household EBI	\$ 20,764.00	\$ 20,660	\$ 16,381
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	21.2%	31.1%
\$10,000 - \$24,999	38.1%	42.6%	44.5%
\$25,000 & Over	39.0%	36.2%	24.4%
Projected EBI % change	+75.6%	59.9%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	57.6%	-- %

29. CINCINNATI, OHIO—KENTUCKY—INDIANA

Market Area Covered:

Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>81.0%</u>	
Kroger	53	<u>63.0</u>	(Own) Cincinnati, Ohio
Thriftway	20	15.0	(Own) Cincinnati, Ohio
Larry's	7	3.0	Heritage Wholesalers (Fisher Foods) Bedford Hgts., Ohio
Convenience Food Mart	43	*	na
Food Mart	1	*	na
Super Valu	5	*	na
White Villa	48	*	na
Marsh	2	*	(Own) Yorktown, Ind.
Stop-N-Go	8	*	American Seaway Foods, Bedford Heights, Ohio
United Dairy Farmers	78	*	na
King Kwik	105	*	na
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>17.0%</u>	
IGA	59	<u>17.0</u>	Super Food Services, Bellefontaine, Ohio
U-Tote-M	14	*	na
OTHER GROCERY STORES	na	<u>2.0%</u>	
TOTAL	443+	100.0%	

* Included in "Other Grocery Stores"

na - not available

Standard Metropolitan Area:

Ohio: Clermont, Hamilton, Warren Counties
 Ky.: Boone, Campbell, Kenton Counties
 Ind.: Dearborn County

Rank in U.S. based on supermarket sales 1981: 29

	U.S.	SMA Total	Central City Cincinnati
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 6,403	\$ 1,531
Food Store Sales (millions)	\$ 242,763	\$ 1,568	\$ 308
% of total retail sales	23.0%	24.5%	20.1%
Supermarket Sales (millions)	\$ 227,756	\$ 1,400	\$ --
% of Food Store Sales	93.8%	89.3%	-- %
Total number of Food Stores	171,592	1,661	557
Supermarket Sales per capita	\$ 985.92	\$ 995.87	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	1,405.8	374.2
Total number of Households (thousands)	83,618.0	511.4	156.8
Population by Age of Household Head			
Under 25 Years	8.6%	8.7%	-- %
25 - 34 Years	23.2%	23.5%	-- %
35 - 44 Years	18.0%	17.8%	-- %
45 - 54 Years	14.5%	15.1%	-- %
55 - 64 Years	15.4%	15.4%	-- %
65 & Over	20.3%	19.5%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	24.6%	-- %
Two	31.3%	29.3%	-- %
Three	17.6%	17.7%	-- %
Four	15.1%	15.1%	-- %
Five	7.4%	7.7%	-- %
Six & Over	5.2%	5.6%	-- %
Average Household Size	2.76	2.75	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 12,657	\$ 3,251
Per Capita EBI	\$ 8,710.00	\$ 9,003	\$ 8,688
Median Household EBI	\$ 20,764.00	\$ 22,309	\$ 17,268
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	20.6%	30.0%
\$10,000 - \$24,999	38.1%	36.9%	40.1%
\$25,000 & Over	39.0%	42.5%	29.9%
Projected EBI % change	+75.6%	77.1%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	65.9%	-- %

30. NEW ORLEANS, LOUISIANA

Market Area Covered:
Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>71.1%</u>	
Schwegmann Bros.	10	30.0	(Own) New Orleans, La.
Winn-Dixie	33	15.0	(Own) New Orleans, La.
National-Canal Villers	19	12.0	(Own) New Orleans, La.
A&P	16	6.0	(Own) New Orleans, La.
Delchamps	7	3.0	Mobile, Ala.
Breaux Mart	5	2.0	(Own) New Orleans, La.
Time Saver Food Stores (C)	89	2.0	Goodman & Beer Co., New Orleans, La.
Li'l General Stores (C)	23	0.6	Church Point Wholesale Grocery Co., Church Point, La.
Piggly Wiggly	2	0.2	Shreveport, La.
Kart N Karry (C)	9	0.2	Kenner, La.
7-Eleven (C)	3	0.1	Baton Rouge, La.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>13.5%</u>	
Louisiana Grocers Co-op	49	6.0	(Own) New Orleans, La.
Affiliated Foods	6	5.0	Broussard, La.
Super Valu Stores	4	2.0	Indianola, Miss.
Associated Grocers	3	0.5	Baton Rouge, La.
OTHER GROCERY STORES (including Convenience Stores)	74	<u>15.4%</u>	
TOTAL	352	100.0%	

(C) Convenience Stores

Standard Metropolitan Area:

Jefferson, Orleans, St. Bernard, St. Tammany Parishes

Rank in U.S. based on supermarket sales 1981: 30

	U.S.	SMA Total	Central City New Orleans
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 5,540	\$ 2,318
Food Store Sales (millions)	\$ 242,763	\$ 1,427	\$ 530
% of total retail sales	23.0%	25.8%	22.9%
Supermarket Sales (millions)	\$ 227,756	\$ 1,367	\$ 508
% of Food Store Sales	93.8%	95.8%	95.8%
Total number of Food Stores	171,592	1,193	569
Supermarket Sales per capita	\$ 985.92	\$ 1,126.03	\$ 916.64
POPULATION 1981 TOTAL (thousands)	231,009.5	1,214.0	554.2
Total number of Households (thousands)	83,618.0	438.9	210.0
Population by Age of Household Head			
Under 25 Years	8.6%	8.7%	8.6%
25 - 34 Years	23.2%	26.5%	25.0%
35 - 44 Years	18.0%	18.5%	15.9%
45 - 54 Years	14.5%	14.6%	13.4%
55 - 64 Years	15.4%	14.9%	15.8%
65 & Over	20.3%	16.8%	21.3%
Number of Persons per Household			
% by number of persons per household			
One	23.4%	25.7%	31.9%
Two	31.3%	28.1%	27.5%
Three	17.6%	17.9%	16.0%
Four	15.1%	14.4%	11.4%
Five	7.4%	7.5%	6.4%
Six & Over	5.2%	6.4%	6.8%
Average Household Size	2.76	2.77	2.64
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 11,359	\$ 5,045
Per Capita EBI	\$ 8,710.00	\$ 9,356	\$ 9,102
Median Household EBI	\$ 20,764.00	\$ 22,290	\$ 18,363
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	22.8%	29.7%
\$10,000 - \$24,999	38.1%	33.6%	34.4%
\$25,000 & Over	39.0%	43.6%	35.9%
Projected EBI % change	+75.6%	71.3%	58.3%
Projected average household EBI			
% change 1986/1981	+57.6%	51.7%	55.8%

31. KANSAS CITY, MISSOURI—KANSAS

Market Area Covered:
Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Safeway	39	<u>18.5</u>	(Own) Kansas City, Kansas
Milgram	34	16.0	(Own) Kansas City, Mo.
Thriftway	38	12.4	Assoc. Grocers, Kansas City, Kansas
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Associated Wholesale Grocers	250	<u>25.0</u>	(Own) Kansas City, Kansas
United Super	34	17.0	Fleming Foods, Kansas City, Kansas
IGA	6	1.8	(Own) Mexico, Mo.
LEADING INDEPENDENTS:			
Ball's	7	<u>3.0</u>	Assoc. Grocers, Kansas City, Kansas
Payless	4	2.0	Assoc. Grocers, Kansas City, Kansas
OTHER GROCERY STORES			
	na	<u>4.3%</u>	
TOTAL	412+	100.0%	

na - not available

Standard Metropolitan Area:

Mo.: Cass, Clay, Jackson, Platte, Ray Counties

Kans.: Johnson, Wyandotte Counties

Rank in U.S. based on supermarket sales 1981: 31

	U.S.	SMA Total	Central City Kansas City
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 7,341	\$ 2,188
Food Store Sales (millions)	\$ 242,763	\$ 1,373	\$ 439
% of total retail sales	23.0%	18.7%	20.1%
Supermarket Sales (millions)	\$ 227,756	\$ 1,316	\$ --
% of Food Store Sales	93.8%	95.8%	-- %
Total number of Food Stores	171,592	1,035	394
Supermarket Sales per capita	\$ 985.92	\$ 982.90	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	1,338.9	439.2
Total number of Households (thousands)	83,618.0	508.4	174.8
Population by Age of Household Head			
Under 25 Years	8.6%	9.1%	-- %
25 - 34 Years	23.2%	24.7%	-- %
35 - 44 Years	18.0%	18.6%	-- %
45 - 54 Years	14.5%	14.8%	-- %
55 - 64 Years	15.4%	14.7%	-- %
65 & Over	20.3%	18.1%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	24.7%	-- %
Two	31.3%	31.8%	-- %
Three	17.6%	17.7%	-- %
Four	15.1%	15.1%	-- %
Five	7.4%	6.7%	-- %
Six & Over	5.2%	4.0%	-- %
Average Household Size	2.76	2.63	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 13,459	\$ 3,906
Per Capita EBI	\$ 8,710.00	\$ 10,053	\$ 8,893
Median Household EBI	\$ 20,764.00	\$ 23,741	\$ 19,397
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	17.9%	24.7%
\$10,000 - \$24,999	38.1%	35.5%	40.2%
\$25,000 & Over	39.0%	46.6%	35.1%
Projected EBI % change	+75.6%	75.2%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	62.1%	-- %

32. FORT LAUDERDALE—HOLLYWOOD, FLORIDA

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		92.5%	
Winn-Dixie	46	30.5	(Own) Pompano Beach, Fla.
Publix	31	29.0	(Own) Miami, Fla.
Pantry Pride	17	11.0	(Own) Miami, Fla.
Grand Union/Basics	6	8.0	(Own) Hialeah, Fla.
Albertson's	7	5.0	Super Food Services, Orlando, Fla.
Pic-N-Pay/Payless/Buy Rite	11	3.5	Assoc. Grocers, Miami, Fla.
Great Valu/Grocery Warehouse	4	3.5	Assoc. Grocers, Miami, Fla.
7-Eleven (C)	83	2.0	Southland Dist., Orlando, Fla.
Majik Markets (C)	32	*	Cert. Grocers, Jacksonville, Fla.
Li'l General (C)	36	*	Assoc. Grocers, Miami, Fla.
The Family Mart	1	*	Super Food Services, Orlando, Fla.
Food Spot (C)	9	*	Assoc. Grocers, Miami, Fla.
Tenneco Food Stores (C)	7	*	Affiliated Grocers, Tampa, Fla.
Mini Marts (C)	10	*	Affiliated Grocers, Tampa, Fla.
U-Tote-M (C)	7	*	Assoc. Grocers, Miami, Fla.
Paks Food Stores (C)	1	*	Assoc. Grocers, Miami, Fla.
Farm Stores (C)	5	*	Assoc. Grocers, Miami, Fla.
VOLUNTARY &/OR COOPERATIVE GROUPS:		1.5%	
Associated Grocers	13	1.5	Assoc. Grocers, Miami, Fla.
LEADING INDEPENDENTS:		0.7%	
Oceanside Market	1	0.2	Assoc. Grocers, Miami, Fla.
Coral Ridge Market	1	0.2	Assoc. Grocers, Miami, Fla.
Sureway	1	0.3	Malone & Hyde, Miami, Fla.
OTHER GROCERY STORES	na	5.3%	
TOTAL	329+	100.0%	

(C) Convenience Stores
na - not available

Standard Metropolitan Area:
Broward County

Rank in U.S. based on supermarket sales 1981: 32

	U.S.	SMA Total	Central City Ft. Lauderdale
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 6,793	\$ 1,641
Food Store Sales (millions)	\$ 242,763	\$ 1,416	\$ 180
% of total retail sales	23.0%	20.8%	11.0%
Supermarket Sales (millions)	\$ 227,756	\$ 1,252	\$ --
% of Food Store Sales	93.8%	88.4%	-- %
Total number of Food Stores	171,592	1,059	207
Supermarket Sales per capita	\$ 985.92	\$ 1,156.80	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	1,082.3	153.5
Total number of Households (thousands)	83,618.0	453.5	69.3
Population by Age of Household Head			
Under 25 Years	8.6%	5.3%	-- %
25 - 34 Years	23.2%	18.1%	-- %
35 - 44 Years	18.0%	14.9%	-- %
45 - 54 Years	14.5%	11.9%	-- %
55 - 64 Years	15.4%	16.1%	-- %
65 & Over	20.3%	33.7%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	26.3%	-- %
Two	31.3%	41.2%	-- %
Three	17.6%	14.1%	-- %
Four	15.1%	10.5%	-- %
Five	7.4%	4.8%	-- %
Six & Over	5.2%	3.1%	-- %
Average Household Size	2.76	2.39	
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 11,120	\$ 1,837
Per Capita EBI	\$ 8,710.00	\$ 10,275	\$ 11,967
Median Household EBI	\$ 20,764.00	\$ 19,904	\$ 19,976
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	22.4%	22.6%
\$10,000 - \$24,999	38.1%	40.6%	39.2%
\$25,000 & Over	39.0%	36.9%	38.2%
Projected EBI % change	+75.6%	91.9%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	52.8%	-- %

33. SACRAMENTO, CALIFORNIA

Market Area Covered:

ABC City & Retail Trading Zone

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>77.0%</u>	
Lucky	8	20.0	(Own) San Leandro, Cal.
Raley's	24	17.0	United Grocers, Sacramento, Cal.
Safeway	19	10.0	(Own) Sacramento, Cal.
Bel Air	6	7.0	United Grocers, Sacramento, Cal.
Farmer's Market	7	6.0	Market Wholesale, Sacramento, Cal.
Alpha Beta	9	6.0	(Own) Milpitas, Cal.
Jumbo	9	6.0	Fleming Foods, Fremont, Cal.
Albertson's	12	3.0	Fleming Foods, Fremont, Cal.
Van's	1	2.0	United Grocers, Sacramento, Cal.
OTHER GROCERY STORES	na	<u>23.0%</u>	
TOTAL	95+	100.0%	

na - not available

Standard Metropolitan Area:
Placer, Sacramento, Yolo Counties

Rank in U.S. based on supermarket sales 1981: 33

	U.S.	SMA Total	Central City Sacramento
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 5,407	\$ 1,389
Food Store Sales (millions)	\$ 242,763	\$ 1,292	\$ 366
% of total retail sales	23.0%	23.9%	26.3%
Supermarket Sales (millions)	\$ 227,756	\$ 1,225	\$ --
% of Food Store Sales	93.8%	94.8%	-- %
Total number of Food Stores	171,592	860	280
Supermarket Sales per capita	\$ 985.92	\$ 1,160.15	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	1,055.9	279.6
Total number of Households (thousands)	83,618.0	411.9	118.3
Population by Age of Household Head			
Under 25 Years	8.6%	10.3%	-- %
25 - 34 Years	23.2%	25.5%	-- %
35 - 44 Years	18.0%	18.2%	-- %
45 - 54 Years	14.5%	14.7%	-- %
55 - 64 Years	15.4%	15.2%	-- %
65 & Over	20.3%	16.1%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	25.2%	-- %
Two	31.3%	33.9%	-- %
Three	17.6%	17.6%	-- %
Four	15.1%	14.1%	-- %
Five	7.4%	5.8%	-- %
Six & Over	5.2%	3.4%	-- %
Average Household Size	2.76	2.56	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 10,280	\$ 2,665
Per Capita EBI	\$ 8,710.00	\$ 9,736	\$ 9,531
Median Household EBI	\$ 20,764.00	\$ 22,375	\$ 19,301
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	20.1%	26.3%
\$10,000 - \$24,999	38.1%	36.8%	37.6%
\$25,000 & Over	39.0%	43.1%	36.1%
Projected EBI % change	+75.6%	91.7%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	58.8%	-- %

34. SAN ANTONIO, TEXAS

Market Area Covered:

ABC City Zone/County of Bexar

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		<u>81.0%</u>	
H.E. Butt	37	51.0	(Own) Corpus Christi, Texas
Albertson's	6	13.0	Fleming Co., San Antonio, Texas
Kroger	13	11.0	(Own) Houston, Texas
Handy Andy	25	6.0	Sweeney & Co., San Antonio, Texas
LEADING INDEPENDENTS:			
		<u>14.0%</u>	
Warehouse Groceries	10	5.0	(Own)
Centeno Supermarkets	5	3.0	Sweeney & Co., San Antonio, Texas
Super S Foods	5	3.0	Groce-Weardon Co., Victoria, Texas
Consumers Commissary	3	3.0	Sweeney & Co., San Antonio, Texas (and direct)
OTHER GROCERY STORES			
	na	<u>5.0%</u>	
TOTAL	104+	100.0%	

(C) Convenience Stores
na - not available

Standard Metropolitan Area:
Bexar, Comal, Guadalupe Counties

Rank in U.S. based on supermarket sales 1981: 34

	U.S.	SMA Total	Central City San Antonio
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 5,257	\$ 4,502
Food Store Sales (millions)	\$ 242,763	\$ 1,161	\$ 856
% of total retail sales	23.0%	22.1%	19.0%
Supermarket Sales (millions)	\$ 227,756	\$ 1,120	\$ --
% of Food Store Sales	93.8%	96.5%	-- %
Total number of Food Stores	171,592	1,279	996
Supermarket Sales per capita	\$ 985.92	\$ 1,015.69	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	1,102.7	807.8
Total number of Households (thousands)	83,618.0	367.2	272.1
Population by Age of Household Head			
Under 25 Years	8.6%	8.7%	-- %
25 - 34 Years	23.2%	25.1%	-- %
35 - 44 Years	18.0%	18.7%	-- %
45 - 54 Years	14.5%	15.0%	-- %
55 - 64 Years	15.4%	14.9%	-- %
65 & Over	20.3%	17.5%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	21.1%	-- %
Two	31.3%	28.4%	-- %
Three	17.6%	18.1%	-- %
Four	15.1%	15.9%	-- %
Five	7.4%	8.6%	-- %
Six & Over	5.2%	7.8%	-- %
Average Household Size	2.76	3.00	
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 8,922	\$ 6,156
Per Capita EBI	\$ 8,710.00	\$ 8,091	\$ 7,621
Median Household EBI	\$ 20,764.00	\$ 19,935	\$ 19,270
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	22.7%	24.2%
\$10,000 - \$24,999	38.1%	40.6%	40.7%
\$25,000 & Over	39.0%	36.8%	35.1%
Projected EBI % change	+75.6%	77.8%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	54.3%	-- %

35. INDIANAPOLIS, INDIANA

Market Area Covered:
Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		<u>69.0%</u>	
Kroger	33	<u>30.0</u>	(Own) Indianapolis, Ind.
Marsh	28	20.0	(Own) Yorktown, Ind.
A&P	14	6.0	(Own) Indianapolis, Ind.
Preston/Safeway	13	5.0	Allied Grocers of Ind., Indianapolis, Ind.
Big E	8	5.0	Jewel Tea, Champaign, Ill.
Village Pantry (C)	62	1.5	Marsh, Yorktown, Ind.
7-Eleven (C)	6	1.5	Grocers' Supply, Indianapolis, Ind.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA	17	<u>4.0%</u> 4.0	Wetterau Foods, Bloomington, Ind.
LEADING INDEPENDENTS:			
Super Valu	12	<u>2.0%</u> 2.0	Food Marketing Corp., Ft. Wayne, Ind.
O'Malia's	5	na	Grocers' Supply, Indianapolis, Ind.
OTHER GROCERY STORES	na	<u>25.0%</u>	
TOTAL	198+	100.0%	

(C) Convenience Stores
na - not available

Standard Metropolitan Area

Boone, Hamilton, Hancock, Hendricks, Johnson, Marion, Morgan, Shelby Counties

Rank in U.S. based on supermarket sales 1981: 35

	U.S.	SMA Total	Central City Indianapolis
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 5,832	\$ 4,271
Food Store Sales (millions)	\$ 242,763	\$ 1,155	\$ 771
% of total retail sales	23.0%	19.8%	18.1%
Supermarket Sales (millions)	\$ 227,756	\$ 1,110	\$ --
% of Food Store Sales	93.8%	96.1%	-- %
Total number of Food Stores	171,592	819	526
Supermarket Sales per capita	\$ 985.92	\$ 944.20	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	1,175.6	691.2
Total number of Households (thousands)	83,618.0	430.8	263.2
Population by Age of Household Head			
Under 25 Years	8.6%	9.3%	-- %
25 - 34 Years	23.2%	24.9%	-- %
35 - 44 Years	18.0%	18.7%	-- %
45 - 54 Years	14.5%	14.9%	-- %
55 - 64 Years	15.4%	14.7%	-- %
65 & Over	20.3%	17.4%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	23.1%	-- %
Two	31.3%	31.0%	-- %
Three	17.6%	18.1%	-- %
Four	15.1%	15.8%	-- %
Five	7.4%	7.4%	-- %
Six & Over	5.2%	4.6%	-- %
Average Household Size	2.76	2.73	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 10,784	\$ 6,632
Per Capita EBI	\$ 8,710.00	\$ 9,174	\$ 9,595
Median Household EBI	\$ 20,764.00	\$ 22,736	\$ 22,255
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	17.7%	18.5%
\$10,000 - \$24,999	38.1%	39.1%	39.2%
\$25,000 & Over	39.0%	43.2%	42.3%
Projected EBI % change	+75.6%	72.7%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	60.2%	-- %

36. COLUMBUS, OHIO

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		74.5%	
Kroger	31	32.0	(Own) Columbus, Ohio
Big Bear	32	31.0	(Own) Columbus, Ohio
Cardinal Food Stores	22	4.2	(Own) Columbus, Ohio
Gateway	10	*	Creasey Co., Columbus, Ohio
Stumps	7	3.5	S.M. Flickinger Co., Columbus, Ohio
Little Giant	4	*	Creasey Co., Columbus, Ohio
Lawson (C)	47	2.0	(Own) Cuyahoga Heights, Ohio
Food World	6	1.8	Seaway, Cleveland, Ohio
VOLUNTARY &/OR COOPERATIVE GROUPS:		10.9%	
Super Duper	19	6.6	(Own) S.M. Flickinger Co., Columbus, Ohio
IGA (Super Food Services)	24	4.3	(Own) Bellefontaine, Ohio
LEADING INDEPENDENTS:		2.0%	
Tom Tarpy's Markets	4	2.0	Food Marketing Corp., Ft. Wayne, Ind.
Red & White	25	*	S.M. Flickinger Co., Columbus, Ohio
Creco & Creco Assoc.	77	*	Creasey Co., Columbus, Ohio
OTHER GROCERY STORES	na	12.6%	
TOTAL	308+	100.0%	

* Included in "Other Grocery Stores"

(C) Convenience Stores

na - not available

Standard Metropolitan Area:

Delaware, Fairfield, Franklin, Madison, Pickaway Counties

Rank in U.S. based on supermarket sales 1981: 36

	U.S.	SMA Total	Central City Columbus
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 5,315	\$ 2,844
Food Store Sales (millions)	\$ 242,763	\$ 1,138	\$ 513
% of total retail sales	23.0%	21.4%	18.0%
Supermarket Sales (millions)	\$ 227,756	\$ 1,092	\$ --
% of Food Store Sales	93.8%	96.0%	-- %
Total number of Food Stores	171,592	947	510
Supermarket Sales per capita	\$ 985.92	\$ 986.54	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	1,106.9	569.1
Total number of Households (thousands)	83,618.0	412.2	225.0
Population by Age of Household Head			
Under 25 Years	8.6%	11.4%	-- %
25 - 34 Years	23.2%	26.4%	-- %
35 - 44 Years	18.0%	18.5%	-- %
45 - 54 Years	14.5%	14.5%	-- %
55 - 64 Years	15.4%	13.6%	-- %
65 & Over	20.3%	15.6%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	25.3%	-- %
Two	31.3%	30.9%	-- %
Three	17.6%	17.6%	-- %
Four	15.1%	15.0%	-- %
Five	7.4%	7.0%	-- %
Six & Over	5.2%	4.2%	-- %
Average Household Size	2.76	2.69	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 10,386	\$ 5,132
Per Capita EBI	\$ 8,710.00	\$ 9,383	\$ 9,018
Median Household EBI	\$ 20,764.00	\$ 22,331	\$ 20,067
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	19.0%	23.2%
\$10,000 - \$24,999	38.1%	38.5%	40.6%
\$25,000 & Over	39.0%	42.5%	36.2%
Projected EBI % change	+75.6%	71.5%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	55.4%	-- %

37. ROCHESTER, NEW YORK

Market Area Covered:
Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>91.0%</u>	
Wegmans Food Markets	34	<u>38.0</u>	(Own) Rochester, N.Y.
Star Supermarkets	41	35.0	Bells Markets, Buffalo, N.Y.
Tops	7	10.0	Niagara Frontier, Buffalo, N.Y.
Bell's/Park Edge	10	8.0	Peter J. Schmidt, Buffalo, N.Y.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>6.0%</u>	
Big M Supermarkets	19	<u>4.0</u>	Netti Whlsl. (Div. P&C), Syracuse, N.Y.
Super Duper	8	2.0	S.M. Flickinger Co., Rochester, N.Y.
OTHER GROCERY STORES	na	<u>3.0%</u>	
TOTAL	119+	100.0%	

na - not available

Standard Metropolitan Area:

Livingston, Monroe, Ontario, Orleans, Wayne Counties

Rank in U.S. based on supermarket sales 1981: 37

	U.S.	SMA Total	Central City Rochester
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 4,687	\$ 779
Food Store Sales (millions)	\$ 242,763	\$ 1,136	\$ 134
% of total retail sales	23.0%	24.2%	17.2%
Supermarket Sales (millions)	\$ 227,756	\$ 1,086	\$ --
% of Food Store Sales	93.8%	95.6%	-- %
Total number of Food Stores	171,592	865	305
Supermarket Sales per capita	\$ 985.92	\$ 1,116.37	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	972.8	232.9
Total number of Households (thousands)	83,618.0	350.7	93.6
Population by Age of Household Head			
Under 25 Years	8.6%	8.8%	-- %
25 - 34 Years	23.2%	23.6%	-- %
35 - 44 Years	18.0%	18.4%	-- %
45 - 54 Years	14.5%	14.4%	-- %
55 - 64 Years	15.4%	15.6%	-- %
65 & Over	20.3%	19.2%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	23.7%	-- %
Two	31.3%	30.4%	-- %
Three	17.6%	17.2%	-- %
Four	15.1%	16.0%	-- %
Five	7.4%	7.9%	-- %
Six & Over	5.2%	4.8%	-- %
Average Household Size	2.76	2.77	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 9,804	\$ 2,159
Per Capita EBI	\$ 8,710.00	\$ 10,078	\$ 9,270
Median Household EBI	\$ 20,764.00	\$ 25,421	\$ 20,532
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	16.3%	23.1%
\$10,000 - \$24,999	38.1%	32.6%	38.5%
\$25,000 & Over	39.0%	51.1%	38.4%
Projected EBI % change	+75.6%	69.1%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	57.4%	-- %

38. PORTLAND, OREGON—WASHINGTON

Market Area Covered:
Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		<u>63.0%</u>	
Fred Meyer	28	<u>31.0</u>	(Own) Portland, Ore.
Safeway	32	11.0	(Own) Clackamas, Ore.
Albertson's	23	7.0	West Coast Grocery, Salem, Ore.
Tradewell/Prairie Market	25	4.0	(Own) Kent, Wash.
Kienow's	13	4.0	(Own) Milwaukie, Ore.
Walmart	6	4.0	West Coast Grocery, Salem, Ore.
Keil's	5	2.0	West Coast Grocery, Salem, Ore.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
		<u>31.0%</u>	
Thriftway	57	<u>28.0</u>	United Grocers, Milwaukie, Ore.
Sentry Markets	10	1.0	United Grocers, Milwaukie, Ore.
IGA	6	1.0	United Grocers, Milwaukie, Ore.
A-G Stores	10	1.0	United Grocers, Milwaukie, Ore.
OTHER GROCERY STORES			
	na	<u>6.0%</u>	
TOTAL	215+	100.0%	

* Totals add up to more than 100% because many people shop more than one store.
(Reflects shoppers store preference).

na - not available

Standard Metropolitan Area:

Wash.: Clark County

Oregon: Clackamas, Multnomah, Washington Counties

Rank in U.S. based on supermarket sales 1981: 38

	U.S.	SMA Total	Central City Portland
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 6,675	\$ 2,117
Food Store Sales (millions)	\$ 242,763	\$ 1,132	\$ 300
% of total retail sales	23.0%	16.9%	14.2%
Supermarket Sales (millions)	\$ 227,756	\$ 1,067	\$ --
% of Food Store Sales	93.8%	94.2%	-- %
Total number of Food Stores	171,592	1,069	369
Supermarket Sales per capita	\$ 985.92	\$ 835.35	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	1,277.3	364.3
Total number of Households (thousands)	83,618.0	501.2	161.6
Population by Age of Household Head			
Under 25 Years	8.6%	8.9%	-- %
25 - 34 Years	23.2%	27.7%	-- %
35 - 44 Years	18.0%	18.4%	-- %
45 - 54 Years	14.5%	12.6%	-- %
55 - 64 Years	15.4%	13.9%	-- %
65 & Over	20.3%	18.5%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	26.1%	-- %
Two	31.3%	33.5%	-- %
Three	17.6%	16.6%	-- %
Four	15.1%	14.4%	-- %
Five	7.4%	6.1%	-- %
Six & Over	5.2%	3.3%	-- %
Average Household Size	2.76	2.55	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 12,023	\$ 3,421
Per Capita EBI	\$ 8,710.00	\$ 9,413	\$ 9,391
Median Household EBI	\$ 20,764.00	\$ 21,712	\$ 17,935
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	21.2%	28.9%
\$10,000 - \$24,999	38.1%	38.4%	39.8%
\$25,000 & Over	39.0%	40.4%	31.3%
Projected EBI % change	+75.6%	85.6%	-- %
Projected average household EBI % change 1986/1981	+57.6%	60.0%	-- %

39. HARTFORD, CONNECTICUT

Market Area Covered:

Hartford & Tolland Counties

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		<u>48.6%</u>	
Mott's Shoprite	11	11.4	(Own) E. Hartford, Conn.
Stop & Shop	13	10.1	(Own) North Haven, Conn.
Food Marts	12	9.5	Springfield Sugar, Suffield, Conn.
First National	19	8.7	(Own) Windsor Locks, Conn.
Purity Supreme (Heartland)	2	4.2	na
A&P	8	3.0	(Own) Springfield, Mass.
Grand Union	3	1.7	(Own) Mt. Kisco, N.Y.
LEADING INDEPENDENTS:			
		<u>20.5%</u>	
Stop 'N Save	6	3.7	Springfield Sugar, Suffield, Conn.
Top Notch	5	3.2	Springfield Sugar, Suffield, Conn.
Fitzgerald's	3	1.8	na
Geissler's	3	1.6	Springfield Sugar, Suffield, Conn.
Sussman's	4	1.5	Gaer Bros., Windsor, Conn. & Bozzuto's, Cheshire, Conn.
Frank's	3	1.1	Springfield Sugar, Suffield, Conn.
Andy's Food Town	2	1.0	na
Highland Park	2	0.8	na
Pegnataro's	1	0.8	na
Guido's Supermarket	3	0.6	Allied Grocers, Windsor, Conn.
Big Bunny	1	0.6	na
Crown Markets	1	0.6	na
Mitchell's	1	0.6	na
Armata's	1	0.5	na
Better Value	1	0.4	na
Petit's	2	0.4	na
Town Foods	2	0.4	na
Colonial IGA	1	0.4	Bozzuto's, Cheshire, Conn.
Country Market	1	0.3	na
Pik-Kwik Market	1	0.2	na
OTHER GROCERY STORES	na	<u>30.9%</u>	
TOTAL	112+	100.0%	

na - not available

Standard Metropolitan Area:
Hartford, Middlesex, Tolland Counties

Rank in U.S. based on supermarket sales 1981: 39

	U.S.	SMA Total	Central City Hartford
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 4,749	\$ 455
Food Store Sales (millions)	\$ 242,763	\$ 1,105	\$ 68
% of total retail sales	23.0%	23.3%	14.9%
Supermarket Sales (millions)	\$ 227,756	\$ 1,031	\$ --
% of Food Store Sales	93.8%	93.3%	-- %
Total number of Food Stores	171,592	619	140
Supermarket Sales per capita	\$ 985.92	\$ 980.50	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	1,051.15	132.4
Total number of Households (thousands)	83,618.0	380.7	50.7
Population by Age of Household Head			
Under 25 Years	8.6%	7.6%	-- %
25 - 34 Years	23.2%	22.7%	-- %
35 - 44 Years	18.0%	18.2%	-- %
45 - 54 Years	14.5%	15.3%	-- %
55 - 64 Years	15.4%	16.8%	-- %
65 & Over	20.3%	19.4%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	22.7%	-- %
Two	31.3%	31.7%	-- %
Three	17.6%	17.7%	-- %
Four	15.1%	15.9%	-- %
Five	7.4%	7.7%	-- %
Six & Over	5.2%	4.3%	-- %
Average Household Size	2.76	2.76	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 10,858	\$ 1,009
Per Capita EBI	\$ 8,710.00	\$ 10,326	\$ 7,621
Median Household EBI	\$ 20,764.00	\$ 26,169	\$ 17,430
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	13.7%	26.9%
\$10,000 - \$24,999	38.1%	32.8%	45.2%
\$25,000 & Over	39.0%	53.5%	27.9%
Projected EBI % change	+75.6%	70.0%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	59.6%	-- %

40. OKLAHOMA CITY, OKLAHOMA

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		<u>38.0%</u>	
Safeway	24	19.0	(Own) Oklahoma City, Okla.
Skagg's	5	8.0	Waples-Platter Co., Ft. Worth, Texas
Humpty Dumpty	11	7.0	(Own) Oklahoma City, Okla.
Food World	6	4.0	Scrivner, Oklahoma City, Okla.
7-Eleven (C)	68	na	Oklahoma City, Okla.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
		<u>17.0%</u>	
IGA	33	12.0	Fleming Co., Oklahoma City, Okla.
Red Bud/Best Yet	12	5.0	Scrivner, Oklahoma City, Okla.
LEADING INDEPENDENTS:			
		<u>34.0%</u>	
Grider Foods	5	6.0	Scrivner, Oklahoma City, Okla.
Pratt's	4	5.0	na
Tinker Field Commissary	1	5.0	na
Crest	1	4.0	na
Brannon's	2	4.0	Fleming Co., Oklahoma City, Okla.
McCartney's	2	3.0	Fleming Co., Oklahoma City, Okla.
Buchanan	3	3.0	Fleming Co., Oklahoma City, Okla.
Kennard's	1	2.0	Scrivner, Oklahoma City, Okla.
AMC	1	1.0	na
Stone's United	2	1.0	na
OTHER GROCERY STORES			
	na	<u>11.0%</u>	
TOTAL	181+	100.0%	

(C) Convenience Stores
na - not available

Standard Metropolitan Area:

Canadian Cleveland, McClain, Oklahoma, Pottawatomie Counties

Rank in U.S. based on supermarket sales 1981: 40

	U.S.	SMA Total	Central City Oklahoma City
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 4,828	\$ 2,789
Food Store Sales (millions)	\$ 242,763	\$ 1,001	\$ 502
% of total retail sales	23.0%	20.7%	18.0%
Supermarket Sales (millions)	\$ 227,756	\$ 973	\$ --
% of Food Store Sales	93.8%	97.2%	-- %
Total number of Food Stores	171,592	66.3	340
Supermarket Sales per capita	\$ 985.92	\$ 1,135.09	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	857.2	408.3
Total number of Households (thousands)	83,618.0	327.2	165.8
Population by Age of Household Head			
Under 25 Years	8.6%	11.4%	-- %
25 - 34 Years	23.2%	25.4%	-- %
35 - 44 Years	18.0%	18.2%	-- %
45 - 54 Years	14.5%	14.2%	-- %
55 - 64 Years	15.4%	13.4%	-- %
65 & Over	20.3%	17.4%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	24.7%	-- %
Two	31.3%	32.9%	-- %
Three	17.6%	17.7%	-- %
Four	15.1%	15.0%	-- %
Five	7.4%	6.3%	-- %
Six & Over	5.2%	3.4%	-- %
Average Household Size	2.76	2.62	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 8,505	\$ 4,271
Per Capita EBI	\$ 8,710.00	\$ 9,922	\$ 10,460
Median Household EBI	\$ 20,764.00	\$ 22,342	\$ 21,762
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	21.2%	22.3%
\$10,000 - \$24,999	38.1%	35.3%	35.2%
\$25,000 & Over	39.0%	43.5%	42.5%
Projected EBI % change	+75.6%	85.1%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	61.6%	-- %

41. LOUISVILLE, KENTUCKY—INDIANA

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	Share of Customers*	Principal Supplier
LEADING CHAINS:		60.0%	
Kroger	33	29.0	(Own) Louisville, Ky.
Winn-Dixie	34	17.0	(Own) Louisville, Ky.
A&P**	23	8.0	(Own) Louisville, Ky.
Convenient	96	3.0	Winkler Whlsle., Dale, Ind.
Valu Supermarket	4	2.0	Scot Lad, Lima, Ohio
Save-A-Step (C)	18	1.0	na
Majik (C)	12	na	na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Creasey Co.	na	na	(Own) Louisville, Ky.
LEADING INDEPENDENTS:		18.0%	
Key Market	22	5.0	Creasey Co., Louisville, Ky.
Buy-Low Foods	3	5.0	W.T. Sistrunk, Lexington, Ky.
Gateway	9	3.0	Creasey Co., Louisville, Ky.
Melton	8	3.0	Malone & Hyde, Nicholasville, Ky.
Scotty's	1	na	Malone & Hyde, Nicholasville, Ky.
Pic Pac	13	1.0	Malone & Hyde, Nicholasville, Ky.
Warehouse of Groceries	3	1.0	Malone & Hyde, Nicholasville, Ky.
Rite Stop Foods	2	na	Malone & Hyde, Nicholasville, Ky.
OTHER GROCERY STORES	na	22.0%	
TOTAL	281	100.0%	

*Reflects shoppers store preference.

**A&P left this market area in February, 1982, with Malone & Hyde assuming their leases. So far, Malone & Hyde has sold 2 locations to Kroger, 3 to Winn-Dixie, 2 to Valu Supermarket, 1 to Warehouse of Groceries, 2 to Rite Stop Foods, and 8 to independent Pic Pac.

Standard Metropolitan Area:
 Ind.: Clark, Floyd Counties
 Ky.: Bullitt, Jefferson, Oldham Counties

Rank in U.S. based on supermarket sales 1981: 41

	U.S.	SMA Total	Central City Louisville
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 4,328	\$ 1,218
Food Store Sales (millions)	\$ 242,763	\$ 1,029	\$ 362
% of total retail sales	23.0%	23.8%	29.7%
Supermarket Sales (millions)	\$ 227,756	\$ 972	\$ --
% of Food Store Sales	93.8%	94.5%	-- %
Total number of Food Stores	171,592	855	410
Supermarket Sales per capita	\$ 985.92	\$ 1,065.67	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	912.1	287.3
Total number of Households (thousands)	83,618.0	334.0	116.2
Population by Age of Household Head			
Under 25 Years	8.6%	8.8%	-- %
25 - 34 Years	23.2%	24.4%	-- %
35 - 44 Years	18.0%	18.0%	-- %
45 - 54 Years	14.5%	15.1%	-- %
55 - 64 Years	15.4%	15.1%	-- %
65 & Over	20.3%	18.6%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	22.9%	-- %
Two	31.3%	30.3%	-- %
Three	17.6%	18.9%	-- %
Four	15.1%	16.0%	-- %
Five	7.4%	7.3%	-- %
Six & Over	5.2%	4.6%	-- %
Average Household Size	2.76	2.73	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 8,049	\$ 2,519
Per Capita EBI	\$ 8,710.00	\$ 8,825	\$ 8,768
Median Household EBI	\$ 20,764.00	\$ 21,262	\$ 18,319
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	20.2%	27.3%
\$10,000 - \$24,999	38.1%	40.6%	40.1%
\$25,000 & Over	39.0%	39.2%	32.6%
Projected EBI % change	+75.6%	72.5%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	59.7%	-- %

42. MEMPHIS—TENNESSEE, ARKANSAS, MISSISSIPPI

Market Area Covered:
Shelby County

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		<u>26.0%</u>	
Kroger	18	21.0	(Own) Memphis, Tenn.
7-Eleven (C)	56	2.0	Southland Corp., Tyler, Texas
Fred Montesi Mkts.	4	2.0	(Own) Memphis, Tenn.
Stop-N-Go (C)	34	1.0	Southern Wholesale Co., Miss.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
		<u>54.0%</u>	
Big Star	24	23.0	Malone & Hyde, Memphis, Tenn.
Liberty Cash	26	20.0	(Own) Memphis, Tenn.
Pic-Pac	10	11.0	Malone & Hyde, Memphis, Tenn.
LEADING INDEPENDENTS:			
		<u>9.0%</u>	
Seessel's	6	9.0	Malone & Hyde, Memphis, Tenn.
OTHER GROCERY STORES			
	na	<u>11.0%</u>	
TOTAL	178+	100.0%	

(C) Convenience Stores
na - not available

Standard Metropolitan Area:
 Tenn.: Shelby, Tipton Counties
 Ark.: Crittenden County
 Miss.: DeSoto County

Rank in U.S. based on supermarket sales 1981: 42

	U.S.	SMA Total	Central City Memphis
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 3,962	\$ 3,271
Food Store Sales (millions)	\$ 242,763	\$ 983	\$ 789
% of total retail sales	23.0%	24.8%	24.1%
Supermarket Sales (millions)	\$ 227,756	\$ 958	\$ --
% of Food Store Sales	93.8%	97.5%	-- %
Total number of Food Stores	171,592	1,062	719
Supermarket Sales per capita	\$ 985.92	\$ 1,033.44	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	927.0	650.0
Total number of Households (thousands)	83,618.0	324.6	238.1
Population by Age of Household Head			
Under 25 Years	8.6%	8.9%	-- %
25 - 34 Years	23.2%	26.1%	-- %
35 - 44 Years	18.0%	18.5%	-- %
45 - 54 Years	14.5%	14.4%	-- %
55 - 64 Years	15.4%	14.5%	-- %
65 & Over	20.3%	17.6%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	23.0%	-- %
Two	31.3%	28.9%	-- %
Three	17.6%	18.9%	-- %
Four	15.1%	15.4%	-- %
Five	7.4%	7.3%	-- %
Six & Over	5.2%	6.5%	-- %
Average Household Size	2.76	2.86	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 7,665	\$ 5,691
Per Capita EBI	\$ 8,710.00	\$ 8,268	\$ 8,749
Median Household EBI	\$ 20,764.00	\$ 20,175	\$ 20,568
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	25.1%	23.8%
\$10,000 - \$24,999	38.1%	36.5%	37.1%
\$25,000 & Over	39.0%	38.4%	39.1%
Projected EBI % change	+75.6%	80.4%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	62.0%	-- %

43. ORLANDO, FLORIDA

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>69.0%</u>	
Winn-Dixie	33	23.0	(Own) Orlando, Fla.
Publix/Food World	23	21.0	(Own) Lakeland, Fla.
Albertson's	7	10.0	Super Food Services, Orlando, Fla.
Food Fair	11	9.0	(Own) Jacksonville, Fla.
Fairway	9	3.0	Malone & Hyde, Miami, Fla.
7-Eleven (C)	63	2.0	(Own) Orlando, Fla.
A&P	3	1.0	Super Food Services, Orlando, Fla.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>21.2%</u>	
Certified	130	10.0	(Own) Ocala, Fla.
Affiliated of Fla.	1	0.2	(Own) Tampa, Fla.
Various, supplied by Super Food Services	14	11.0	
OTHER GROCERY STORES	na	<u>9.8%</u>	
TOTAL	294+	100.0%	

(C) Convenience Stores
na - not available

Standard Metropolitan Area:
Orange, Osceola, Seminole Counties

Rank in U.S. based on supermarket sales 1981: 43

	U.S.	SMA Total	Central City Orlando
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 3,950	\$ 1,132
Food Store Sales (millions)	\$ 242,763	\$ 966	\$ 184
% of total retail sales	23.0%	24.5%	16.2%
Supermarket Sales (millions)	\$ 227,756	\$ 920	\$ --
% of Food Store Sales	93.8%	95.2%	-- %
Total number of Food Stores	171,592	695	155
Supermarket Sales per capita	\$ 985.92	\$ 1,231.59	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	747.0	133.2
Total number of Households (thousands)	83,618.0	275.8	50.7
Population by Age of Household Head			
Under 25 Years	8.6%	8.2%	-- %
25 - 34 Years	23.2%	23.0%	-- %
35 - 44 Years	18.0%	18.5%	-- %
45 - 54 Years	14.5%	15.4%	-- %
55 - 64 Years	15.4%	15.6%	-- %
65 & Over	20.3%	19.3%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	22.4%	-- %
Two	31.3%	34.2%	-- %
Three	17.6%	17.9%	-- %
Four	15.1%	14.4%	-- %
Five	7.4%	6.7%	-- %
Six & Over	5.2%	4.5%	-- %
Average Household Size	2.76	2.71	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 6,276	\$ 1,157
Per Capita EBI	\$ 8,710.00	\$ 8,402	\$ 8,686
Median Household EBI	\$ 20,764.00	\$ 19,074	\$ 17,729
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	24.7%	27.8%
\$10,000 - \$24,999	38.1%	40.3%	38.7%
\$25,000 & Over	39.0%	35.0%	33.5%
Projected EBI % change	+75.6%	88.6%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	50.9%	-- %

44. NASHVILLE—DAVIDSON, TENNESSEE

Market Area Covered:
Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		<u>59.8%</u>	
Kroger	25	<u>36.0</u>	(Own) Nashville, Tenn.
Winn-Dixie	19	15.4	(Own) Louisville, Ky.
H.G. Hill	15	5.7	(Own) Nashville, Tenn.
Farmer's Market Warehouse	1	1.7	Kroger Warehouse, Nashville, Tenn.
Sunflower Food Store	2	1.0	(Own) Indianola, Miss.
7-Eleven (C)	19	*	Charles C. Parks, Gallatin, Tenn.
Hot Stop (C)	16	*	Charles C. Parks, Gallatin, Tenn.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
		<u>25.0%</u>	
Bi-Rite & Food Town	60	<u>12.0</u>	(Own) Bi-Rite Foods, Nashville, Tenn.
Big Star	50	7.0	Malone & Hyde, Nashville, Tenn.
Cee Bee	32	6.0	C.B. Ragland, Nashville, Tenn.
Best Way	60	*	Malone & Hyde, Nashville, Tenn.
LEADING INDEPENDENTS:			
		<u>1.0%</u>	
Green Hills Market	1	<u>1.0</u>	C.B. Ragland, Nashville, Tenn.
OTHER GROCERY STORES			
	na	<u>14.2%</u>	
TOTAL	300+	100.0%	

na - not available

(C) Convenience Stores

* Included in "Other Grocery Stores"

Standard Metropolitan Area:

Davidson, Sumner, Wilson, Cheatham, Dickson, Robertson, Rutherford, Williamson Counties

Rank in U.S. based on supermarket sales 1981: 44

	U.S.	SMA Total	Central City Nashville-Davidson
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 4,125	\$ 2,844
Food Store Sales (millions)	\$ 242,763	\$ 912	\$ 548
% of total retail sales	23.0%	22.1%	19.3%
Supermarket Sales (millions)	\$ 227,756	\$ 895	\$ 537
% of Food Store Sales	93.8%	98.1%	98.0%
Total number of Food Stores	171,592	992	498
Supermarket Sales per capita	\$ 985.92	\$ 1,019.01	\$ 1,112.72
POPULATION 1981 TOTAL (thousands)	231,009.5	878.3	482.6
Total number of Households (thousands)	83,618.0	317.9	184.5
Population by Age of Household Head			
Under 25 Years	8.6%	9.1%	9.6%
25 - 34 Years	23.2%	24.6%	25.4%
35 - 44 Years	18.0%	18.9%	16.9%
45 - 54 Years	14.5%	14.6%	14.4%
55 - 64 Years	15.4%	14.2%	14.7%
65 & Over	20.3%	18.5%	19.0%
Number of Persons per Household			
% by number of persons per household			
One	23.4%	22.2%	26.6%
Two	31.3%	31.3%	32.5%
Three	17.6%	19.5%	18.3%
Four	15.1%	16.0%	13.2%
Five	7.4%	6.9%	5.7%
Six & Over	5.2%	4.1%	3.7%
Average Household Size	2.76	2.76	2.62
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 7,385	\$ 4,676
Per Capita EBI	\$ 8,710.00	\$ 8,408	\$ 9,689
Median Household EBI	\$ 20,764.00	\$ 20,078	\$ 21,932
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	23.4%	20.2%
\$10,000 - \$24,999	38.1%	39.7%	37.8%
\$25,000 & Over	39.0%	36.9%	42.0%
Projected EBI % change	+75.6%	76.0%	67.2%
Projected average household EBI			
% change 1986/1981	+57.6%	53.8%	51.5%

45. ALBANY—SCHENECTADY—TROY, NEW YORK

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		88.0%	
Price Chopper	28	41.0	(Own) Schenectady, N.Y.
Grand Union	18	28.0	(Own) Waterford, N.Y.
Albany Public Mkts. (Weis)	8	6.0	(Own) Albany, N.Y.
Star Markets	9	4.0	(Own) Albany, N.Y.
Trading Post/Food Circus	11	4.0	Bi-Lo, Albany, N.Y.
A&P	1	3.0	Super Food Services, Albany N.Y.
P&C	2	2.0	(Own) Syracuse, N.Y.
Shop Rite	5	*	Big V, Florida, N.Y.
OTHER GROCERY STORES	na	12.0%	
TOTAL	82+	100.0%	

na - not available

* Included in "Other Grocery Stores"

Standard Metropolitan Area:

Albany, Montgomery, Rensselaer, Saratoga, Schenectady Counties

Rank in U.S. based on supermarket sales 1981: 45

	U.S.	SMA Total	Central City Albany
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 3,683	\$ 388
Food Store Sales (millions)	\$ 242,763	\$ 932	\$ 103
% of total retail sales	23.0%	25.3%	26.5%
Supermarket Sales (millions)	\$ 227,756	\$ 879	\$ --
% of Food Store Sales	93.8%	94.3%	-- %
Total number of Food Stores	171,592	856	135
Supermarket Sales per capita	\$ 985.92	\$ 1,102.19	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	797.5	99.4
Total number of Households (thousands)	83,618.0	293.9	40.8
Population by Age of Household Head			
Under 25 Years	8.6%	7.9%	-- %
25 - 34 Years	23.2%	21.7%	-- %
35 - 44 Years	18.0%	16.4%	-- %
45 - 54 Years	14.5%	14.5%	-- %
55 - 64 Years	15.4%	16.8%	-- %
65 & Over	20.3%	22.7%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	25.4%	-- %
Two	31.3%	30.8%	-- %
Three	17.6%	17.0%	-- %
Four	15.1%	14.6%	-- %
Five	7.4%	7.5%	-- %
Six & Over	5.2%	4.7%	-- %
Average Household Size	2.76	2.71	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 7,165	\$ 980
Per Capita EBI	\$ 8,710.00	\$ 8,984	\$ 9,859
Median Household EBI	\$ 20,764.00	\$ 21,438	\$ 19,157
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	20.1%	25.5%
\$10,000 - \$24,999	38.1%	40.1%	38.8%
\$25,000 & Over	39.0%	39.8%	35.7%
Projected EBI % change	+75.6%	67.2%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	57.4%	-- %

46. BIRMINGHAM, ALABAMA

Market Area Covered:
Jefferson County

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>60.0%</u>	
Bruno's Food World and Consumer Warehouse	24	40.0	(Own) Birmingham, Ala.
Winn-Dixie	25	13.0	(Own) Montgomery, Ala.
Western	15	7.0	Super Valu, Anniston, Ala.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>14.0%</u>	
Food Center	27	5.0	Assoc. Groc. of Ala., Birmingham, Ala.
Food Town	5	3.0	Assoc. Groc. of Ala., Birmingham, Ala.
Dixie Super	17	2.0	Assoc. Groc. of Ala., Birmingham, Ala.
Food Giant	2	2.0	Assoc. Groc. of Ala., Birmingham, Ala.
Piggly Wiggly	3	2.0	Piggly Wiggly, Birmingham, Ala.
LEADING INDEPENDENTS:		<u>13.0%</u>	
Liberty	3	10.0	Liberty Cash Stores, Memphis, Tenn.
Warehouse Groceries	1	3.0	Warehouse Groceries, Gadsden, Ala.
OTHER INDEPENDENTS:	na	<u>13.0%</u>	
TOTAL	122+	100.0%	

na - not available

Standard Metropolitan Area:
Jefferson, St. Clair, Shelby, Walker Counties

Rank in U.S. based on supermarket sales 1981: 46

	U.S.	SMA Total	Central City Birmingham
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 4,047	\$ 1,524
Food Store Sales (millions)	\$ 242,763	\$ 884	\$ 244
% of total retail sales	23.0%	21.8%	16.0%
Supermarket Sales (millions)	\$ 227,756	\$ 865	\$ --
% of Food Store Sales	93.8%	97.9%	-- %
Total number of Food Stores	171,592	945	314
Supermarket Sales per capita	\$ 985.92	\$ 1,004.41	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	861.2	281.3
Total number of Households (thousands)	83,618.0	315.1	108.6
Population by Age of Household Head			
Under 25 Years	8.6%	7.6%	-- %
25 - 34 Years	23.2%	23.1%	-- %
35 - 44 Years	18.0%	17.1%	-- %
45 - 54 Years	14.5%	14.9%	-- %
55 - 64 Years	15.4%	15.7%	-- %
65 & Over	20.3%	21.6%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	22.5%	-- %
Two	31.3%	30.9%	-- %
Three	17.6%	19.2%	-- %
Four	15.1%	15.6%	-- %
Five	7.4%	7.0%	-- %
Six & Over	5.2%	4.8%	-- %
Average Household Size	2.76	2.73	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 6,952	\$ 2,075
Per Capita EBI	\$ 8,710.00	\$ 8,073	\$ 7,376
Median Household EBI	\$ 20,764.00	\$ 19,097	\$ 16,608
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	26.9%	31.3%
\$10,000 - \$24,999	38.1%	38.8%	41.7%
\$25,000 & Over	39.0%	34.3%	27.0%
Projected EBI % change	+75.6%	70.8%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	54.3%	-- %

47. TULSA, OKLAHOMA

Market Area Covered:
ABC City Zone

ABC City Zone		No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:				
			<u>44.7%</u>	
Safeway	30	<u>22.0</u>	(Own) Tulsa, Okla.	
Family Markets	7	6.0	Griffin Grocery, Van Buren, Ark.	
Skaggs	4	6.0	American Stores, Richardson, Texas	
Scrivner	5	3.9	(Own) Oklahoma City, Okla.	
Sipes	3	2.5	Hale Halsell, Tulsa, Okla.	
Well's Food Markets	7	2.0	Fleming Food Co., Okla. City, Okla.	
Humpty Dumpty (Allied)	2	2.0	(Own) Oklahoma City, Okla.	
Piggly Wiggly	1	0.3	(Own) Shreveport, La.	
LEADING CONVENIENCE STORE CHAINS:				
			<u>6.5%</u>	
Quick-Trip	46	<u>2.0</u>	Affiliated Foods, Tulsa, Okla.	
U-Tote-M	46	2.0	Affiliated Foods, Tulsa, Okla.	
Git'N Go	32	1.5	Hale Halsell, Tulsa, Okla.	
Mako	23	1.0	Affiliated Foods, Tulsa, Okla.	
VOLUNTARY &/OR COOPERATIVE GROUPS:				
			<u>11.0%</u>	
AB/Thrift-T-Wise	43	<u>10.0</u>	Affiliated Foods, Tulsa, Okla.	
IGA	2	1.0	Fleming Food Co., Oklahoma City, Okla.	
LEADING INDEPENDENTS:				
			<u>17.9%</u>	
Oertles Discount	1	17.9	na	
Yale Discount	1		na	
Crosstown Discount	1		na	
Osage Discount	1		na	
OTHER GROCERY STORES				
	na	<u>19.9%</u>		
TOTAL				
	255+	100.0%		

na - not available

Standard Metropolitan Area:

Creek, Mayes, Osage, Rogers, Tulsa, Wagoner Counties

Rank in U.S. based on supermarket sales 1981: 47

	U.S.	SMA Total	Central City Tulsa
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 3,983	\$ 2,842
Food Store Sales (millions)	\$ 242,763	\$ 868	\$ 522
% of total retail sales	23.0%	21.8%	18.4%
Supermarket Sales (millions)	\$ 227,756	\$ 843	\$ --
% of Food Store Sales	93.8%	97.1%	-- %
Total number of Food Stores	171,592	431	338
Supermarket Sales per capita	\$ 985.92	\$ 1,177.87	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	715.7	363.7
Total number of Households (thousands)	83,618.0	272.8	150.5
Population by Age of Household Head			
Under 25 Years	8.6%	9.4%	-- %
25 - 34 Years	23.2%	24.7%	-- %
35 - 44 Years	18.0%	18.7%	-- %
45 - 54 Years	14.5%	14.6%	-- %
55 - 64 Years	15.4%	14.1%	-- %
65 & Over	20.3%	18.5%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	24.0%	-- %
Two	31.3%	32.7%	-- %
Three	17.6%	17.9%	-- %
Four	15.1%	15.5%	-- %
Five	7.4%	6.6%	-- %
Six & Over	5.2%	3.3%	-- %
Average Household Size	2.76	2.62	
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 6,912	\$ 4,292
Per Capita EBI	\$ 8,710.00	\$ 9,658	\$ 11,801
Median Household EBI	\$ 20,764.00	\$ 22,198	\$ 24,800
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	22.3%	18.2%
\$10,000 - \$24,999	38.1%	34.9%	32.3%
\$25,000 & Over	39.0%	42.8%	49.5%
Projected EBI % change	+75.6%	77.2%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	52.6%	-- %

48. TOLEDO, OHIO—MICHIGAN

Market Area Covered:

Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Food Town	40	<u>61.0%</u> 26.0	Valley Farm Foods, Toledo, Ohio
Kroger	12	15.0	(Own) Detroit, Mich.
Centre Markets	8	6.0	Scot Lad Foods, Lima, Ohio
A&P	9	5.0	(Own) Detroit, Mich.
Farmer Jack	1	2.0	Borman's, Detroit, Mich.
Pick-N-Pay	1	2.0	(Own) Cleveland, Ohio
Lawson's (C)	18		Lawson Milk Co., Cuyahoga Hgts., Ohio
Franklin Ice Cream Stores (C)	13		Allied Foods, Detroit, Mich.
Open Pantry (C)	12	2.0	United Grocery Co., Lansing, Mich.
Joseph's	3	1.0	Valley Farm Foods, Toledo, Ohio
Sterling Milk Stores (C)	23	1.0	Assoc. Grocers, Holt, Mich.
Great Scott	2	1.0	(Own) Detroit, Mich.
Convenient Food Stores (C)	5	*	Scot Lad Foods, Lima, Ohio
In and Out Stores (C)	23	*	J.M. Sealts Co., Lima, Ohio
7-Eleven (C)	24	*	Southland Distrib. Co., Champaign, Ill.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
AG & 5 Star Food Stores	23	<u>12.0%</u> 12.0	(Own) Holt, Mich.
LEADING INDEPENDENTS:			
Bischoff's	1	<u>4.0%</u>	Assoc. Grocers, Holt, Mich.
Kelly's IGA	3	4.0	IGA Whse., Bellefontaine, Ohio
Churchills	4		Food Marketing, Ft. Wayne, Ind.
OTHER GROCERY STORES			
	40	<u>23.0%</u>	
TOTAL	266	100.0%	

(C) Convenience Stores

* Included in "Other Grocery Stores"

Standard Metropolitan Area:

Ohio: Fulton, Lucas, Ottawa, Wood Counties

Mich.: Monroe County

Rank in U.S. based on supermarket sales 1981: 48

	U.S.	SMA Total	Central City Toledo
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 3,599	\$ 1,534
Food Store Sales (millions)	\$ 242,763	\$ 839	\$ 352
% of total retail sales	23.0%	23.3%	22.9%
Supermarket Sales (millions)	\$ 227,756	\$ 794	\$ --
% of Food Store Sales	93.8%	94.6%	-- %
Total number of Food Stores	171,592	688	337
Supermarket Sales per capita	\$ 985.92	\$ 995.61	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	797.5	349.7
Total number of Households (thousands)	83,618.0	285.4	134.2
Population by Age of Household Head			
Under 25 Years	8.6%	9.6%	-- %
25 - 34 Years	23.2%	23.6%	-- %
35 - 44 Years	18.0%	17.2%	-- %
45 - 54 Years	14.5%	14.5%	-- %
55 - 64 Years	15.4%	15.4%	-- %
65 & Over	20.3%	19.7%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	23.2%	-- %
Two	31.3%	29.9%	-- %
Three	17.6%	17.2%	-- %
Four	15.1%	16.0%	-- %
Five	7.4%	8.4%	-- %
Six & Over	5.2%	5.2%	-- %
Average Household Size	2.76	2.79	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 7,535	\$ 3,356
Per Capita EBI	\$ 8,710.00	\$ 9,448	\$ 9,597
Median Household EBI	\$ 20,764.00	\$ 24,061	\$ 22,733
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	18.6%	21.2%
\$10,000 - \$24,999	38.1%	34.1%	34.9%
\$25,000 & Over	39.0%	47.3%	43.9%
Projected EBI % change	+75.6%	68.3%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	57.1%	-- %

49. SALT LAKE CITY—OGDEN, UTAH

Market Area Covered:
Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		43.6%	
Smith's Food King	22	15.0	(Own) Layton, Utah
Safeway	20	14.0	(Own) Salt Lake City, Utah
Albertson's	22	14.0	(Own) Salt Lake City, Utah
LEADING CONVENIENCE STORE CHAINS:		3.0%	
7-Eleven	52	3.0	McLane-Western, Denver, Colo.
VOLUNTARY &/OR COOPERATIVE GROUPS:		4.0%	
AG and Food Town	23	3.0	Assoc. Food Stores, Salt Lake City, Utah
IGA	14	1.0	American Strevell, Salt Lake City, Utah
LEADING INDEPENDENTS:		24.5%	
Harmon's	4	13.0	Assoc. Food Stores, Salt Lake City, Utah
Dan's	6	6.0	
Ream's	6	3.0	
The Store	3	1.0	
Miniature Market	3	1.0	
Circle K (C)	13	0.5	
OTHER GROCERY STORES	160	25.5%	
TOTAL	348	100.0%	

(C) Convenience Stores

Market Area Covered:

Davis, Salt Lake, Tooele, Weber Counties

Rank in U.S. based on supermarket sales 1981: 49

	U.S.	SMA Total	Central City Salt Lake City
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 4,164	\$ 1,098
Food Store Sales (millions)	\$ 242,763	\$ 839	\$ 152
% of total retail sales	23.0%	20.1%	13.8%
Supermarket Sales (millions)	\$ 227,756	\$ 791	\$ --
% of Food Store Sales	93.8%	94.3%	-- %
Total number of Food Stores	171,592	564	190
Supermarket Sales per capita	\$ 985.92	\$ 805.25	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	982.3	160.2
Total number of Households (thousands)	83,618.0	316.8	67.8
Population by Age of Household Head			
Under 25 Years	8.6%	11.0%	-- %
25 - 34 Years	23.2%	28.7%	-- %
35 - 44 Years	18.0%	19.1%	-- %
45 - 54 Years	14.5%	13.5%	-- %
55 - 64 Years	15.4%	12.9%	-- %
65 & Over	20.3%	14.8%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	19.1%	-- %
Two	31.3%	28.1%	-- %
Three	17.6%	17.3%	-- %
Four	15.1%	15.7%	-- %
Five	7.4%	10.0%	-- %
Six & Over	5.2%	9.8%	-- %
Average Household Size	2.76	3.10	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 7,205	\$ 1,447
Per Capita EBI	\$ 8,710.00	\$ 7,335	\$ 9,032
Median Household EBI	\$ 20,764.00	\$ 20,639	\$ 17,463
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	20.0%	28.5%
\$10,000 - \$24,999	38.1%	44.0%	41.1%
\$25,000 & Over	39.0%	36.0%	30.4%
Projected EBI % change	+75.6%	87.8%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	57.9%	-- %

50. WEST PALM BEACH, FLORIDA

Market Area Covered:
Standard Metropolitan Area

	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		80.8%	
Winn-Dixie	35	29.1	(Own) Ft. Lauderdale, Fla.
Publix	24	27.1	(Own) North Miami, Fla.
Grand Union	8	7.0	(Own) Hialeah, Fla.
Pantry Pride Supermarkets	7	4.0	(Own) Miami, Fla.
Li'l General (C)	38	3.0	Hill Bros., West Palm Beach, Fla.
Great Valu	3	2.1	Certified Grocers, Ocala, Fla.
Cumberland Farms (C)	30	2.0	na
7-Eleven (C)	24	2.0	(Own) Hialeah, Fla.
B&B Cash Grocers	2	1.7	(Own) Tampa, Fla.
National Convenience Stores (C)	28	1.5	National Convenience Stores, East Point, Ga.
Albertson's	1	1.3	Super Food Services, Orlando, Fla.
OTHER GROCERY STORES	na	19.2%	
TOTAL	200+	100.0%	

(C) Convenience Stores
na - not available

Standard Metropolitan Area:
Palm Beach County

Rank in U.S. based on supermarket sales 1981: 50

	U.S.	SMA Total	Central City West Palm Beach
RETAIL SALES 1981 TOTAL (millions)	\$1,056,107	\$ 3,551	\$ 684
Food Store Sales (millions)	\$ 242,763	\$ 846	\$ 108
% of total retail sales	23.0%	23.8%	15.8%
Supermarket Sales (millions)	\$ 227,756	\$ 791	\$ --
% of Food Store Sales	93.8%	93.5%	-- %
Total number of Food Stores	171,592	526	102
Supermarket Sales per capita	\$ 985.92	\$ 1,276.84	\$ --
POPULATION 1981 TOTAL (thousands)	231,009.5	619.5	63.8
Total number of Households (thousands)	83,618.0	258.0	27.5
Population by Age of Household Head			
Under 25 Years	8.6%	5.4%	-- %
25 - 34 Years	23.2%	16.6%	-- %
35 - 44 Years	18.0%	13.8%	-- %
45 - 54 Years	14.5%	11.2%	-- %
55 - 64 Years	15.4%	16.6%	-- %
65 & Over	20.3%	36.4%	-- %
Number of Persons per Household			
% by number of persons per household			
One	23.4%	25.3%	-- %
Two	31.3%	43.1%	-- %
Three	17.6%	13.6%	-- %
Four	15.1%	10.1%	-- %
Five	7.4%	4.5%	-- %
Six & Over	5.2%	3.3%	-- %
Average Household Size	2.76	2.40	--
INCOME 1981			
Net Effective Buying Income (millions)	\$2,012,117	\$ 6,917	\$ 606
Per Capita EBI	\$ 8,710.00	\$ 11,166	\$ 9,498
Median Household EBI	\$ 20,764.00	\$ 20,317	\$ 17,012
Household by EBI Groups			
% Distribution			
Under \$10,000	22.9%	23.8%	29.1%
\$10,000 - \$24,999	38.1%	36.8%	39.7%
\$25,000 & Over	39.0%	39.4%	31.2%
Projected EBI % change	+75.6%	93.4%	-- %
Projected average household EBI			
% change 1986/1981	+57.6%	55.3%	-- %

SECTION 2

OTHER MARKETS
RETAIL GROCERY STORE
SALES BY TYPE OF
ORGANIZATION
ARRANGED BY
STATE AND CITY
INCLUDING CANADA

ALABAMA

ANNISTON

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>31.0%</u>	
Winn-Dixie	5	14.0	(Own) Montgomery, Ala.
Bruno's	2	12.0	(Own) Birmingham, Ala.
Piggly Wiggly	3	5.0	(Own) Birmingham, Ala.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>34.0%</u>	
Super Valu Stores	11	22.0	(Own) Anniston, Ala.
IGA	5	10.0	Graves Co., Demopolis, Ala.
Big Apple	1	2.0	Alterman Foods Inc., Atlanta, Ga.
LEADING INDEPENDENTS:		<u>2.5%</u>	
Quick Shops (C)	5	1.5	Thomas Wholesalers Inc., Gadsden, Ala.
Zippy Mart (C)	1	0.5	Hudson-Thompson, Inc. Montgomery, Ala.
Tom Thumb (C)	2	0.5	Higdon Grocery Co., Quincy, Fla.
OTHER GROCERY STORES	na	<u>32.5%</u>	
TOTAL	35+	100.0%	

(C) Convenience Stores
na - not available

FLORENCE

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		<u>36.0%</u>	
Kroger	3	<u>16.0</u>	(Own) Nashville, Tenn.
Bruno's	1	7.0	(Own) Birmingham, Ala.
Winn-Dixie	2	5.0	(Own) Montgomery, Ala.
Com Pac Food Marts (C)	10	3.0	Ragland Bros., Huntsville, Ala.
A&P	1	2.0	(Own) Atlanta, Ga.
Piggly Wiggly	1	2.0	(Own) Birmingham, Ala.
Quick Shops (C)	5	1.0	Ragland Bros., Huntsville, Ala.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
		<u>33.0%</u>	
Shop Rite	15	<u>14.0</u>	Mitchell Grocery Corp., Albertville, Ala.
Big Star	6	11.0	Malone & Hyde Inc., Tupelo, Miss.
Super Valu	1	5.0	(Own) Anniston, Ala.
Food Center	3	3.0	Malone & Hyde Inc., Goodlettsville, Tenn.
LEADING CONVENIENCE STORE CHAINS:			
		<u>2.0%</u>	
Zippy Mart	6	<u>2.0</u>	Hudson-Thompson Inc., Montgomery, Ala.
OTHER GROCERY STORES:			
	na	<u>29.0%</u>	
TOTAL	54+	100.0%	

(C) Convenience Stores
na - not available

GADSDEN

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>61.5%</u>	
Bruno's	3	<u>25.0</u>	(Own) Birmingham, Ala.
MGH Discount Foods	2	15.0	Chastain-Roberts Super Valu, Anniston, Ala.
Warehouse Groceries	3	13.0	Chastain-Roberts Super Valu, Anniston, Ala.
Alterman's	2	8.0	(Own) Atlanta, Ga.
Tom Thumb Food Stores (C)	1	0.5	Crestview, Fla.
Winn-Dixie	1	na	(Own) Montgomery, Ala.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>9.0%</u>	
Associated Grocers of Alabama	2	9.0	Birmingham, Ala.
LEADING INDEPENDENTS:		<u>3.5%</u>	
Johnson's Giant Food	1	<u>2.0</u>	Malone-Hyde, Tupelo, Miss.
Wood Bros., Super Saver	1	1.5	Harvey Ragland, Birming- ham, Ala.
Glenco's Foodliner	1	na	Mitchell Grocery, Albert- ville, Ala.
Freeman's Food Center	1	na	Assoc. Grocers of Ala., Birmingham, Ala.
Burton's Food Store	1	na	Assoc. Grocers of Ala., Birmingham, Ala.
OTHER GROCERY STORES	71	<u>26.0%</u>	
TOTAL	90	100.0%	

(C) Convenience Stores
na - not available

HUNTSVILLE

Market Area Covered:		% of	
Standard Metropolitan Area	No. of	Market's	
	Stores	Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		65.0%	
Kroger	5	22.0	(Own) Nashville, Tenn.
Winn-Dixie	11	17.0	(Own) Atlanta, Ga.
Foodworld	3	10.0	(Own) Birmingham, Ala.
M & J Super Markets	4	8.0	Ragland Bros., Huntsville, Ala.
Piggly Wiggly	10	6.0	Benson Wholesale, Birmingham, Ala.
Big Brothers	2	2.0	Nashville, Tenn.
LEADING INDEPENDENTS:		4.0%	
Star Market	1	2.0	Huntsville, Ala.
J.C. Brown & Co.	1	1.0	Huntsville, Ala.
R & W Market	1	1.0	Huntsville, Ala.
OTHER GROCERY STORES	97	31.0%	
TOTAL	135	100.0%	

MOBILE

Market Area Covered:		% of	
Standard Metropolitan Area	No. of	Market's	
	Stores	Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		85.0%	
Delchamps	22	31.0	(Own) Mobile, Ala.
Autry Greer (Save-More)	17	14.0	(Own) Mobile, Ala.
Winn-Dixie	11	12.0	(Own) Montgomery, Ala.
Food World (Bruno's)	5	11.0	(Own) Birmingham, Ala.
A&P	6	8.0	(Own) New Orleans, La.
National	5	7.0	(Own) New Orleans, La.
Albertson's	1	2.0	(Own) Orlando, Fla.
VOLUNTARY &/OR COOPERATIVE GROUPS:		3.0%	
IGA	5	3.0	Graves Co., Demopolis, Ala.
LEADING INDEPENDENTS:		12.0%	
(Incl. Convenience Stores)			
Long's Supermarket	2		Lewis Bear, Pensacola, Fla.
Sun Ray Foods	2		Hudson-Thompson, Montgomery, Ala.
		12.0	
Foodtown	2		Lewis Bear, Pensacola, Fla.
B&H Food	2		Lewis Bear, Pensacola, Fla.
Naman's Supermarket	1		Lewis Bear, Pensacola, Fla.
TOTAL	80	100.0%	

MONTGOMERY

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		40.0%	
Winn-Dixie	14	21.0	(Own) Montgomery, Ala.
Food World	4	9.0	(Own) Birmingham, Ala.
A&P	3	6.0	(Own) Birmingham, Ala.
Big Apple	2	4.0	Atlanta, Ga.
VOLUNTARY &/OR COOPERATIVE GROUPS:		25.0%	
Hudson-Thompson Stores (including: Big Bear, Super Foods)	14	17.0	Hudson-Thompson, Mont- gomery, Ala.
Albertson's	1	7.0	na
IGA	2	1.0	Demopolis, Ala.
LEADING CONVENIENCE STORE CHAINS:		4.0%	
Majik Market	14	2.0	Smyrna, Ga.
Sunshine Jr. Stores	8	1.0	Panama City, Fla.
Zippy Market	8	1.0	Jacksonville, Fla.
OTHER GROCERY STORES	na	31.0%	
TOTAL	70+	100.0%	

TUSCALOOSA

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		74.0%	
Piggly Wiggly	5	19.0	(Own) Birmingham, Ala.
A&P	2	15.0	(Own) Atlanta, Ga.
Bruno's	3	14.0	(Own) Birmingham, Ala.
Albertson's	1	9.0	Orlando, Fla.
Kroger	1	9.0	(Own) Memphis, Tenn.
Winn-Dixie	3	8.0	(Own) Montgomery, Ala.
LEADING CONVENIENCE STORE CHAINS:		6.5%	
Zippy Mart	7	2.0	Hudson-Thompson, Montgomery, Ala.
Austins' Food Store	3	1.0	Stewart King & McKenzie, Selma, Ala.
Associated Grocers	1	1.0	(Own) Birmingham, Ala.
Mr. Quick	5	1.0	Lewis Grocer Co., Indianola, Miss.
Sunshine Jr. Stores	4	1.0	Panama City, Fla.
Southern Pantry	1	0.5	Stewart King & McKenzie Selma, Ala.
OTHER GROCERY STORES:	na	19.5%	
TOTAL	36+	100.0%	

na - not available

ALASKA

ANCHORAGE

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		90.0%	
Safeway	6	35.0	(Own) Bellevue, Wash.
Carr's Food Centers	7	35.0	(Own) J.B. Gottstein, Anchorage, Alaska
Proctor's	4	10.0	West Coast, Tacoma, Wash.
D & A	2	10.0	West Coast, Tacoma, Wash.
LEADING INDEPENDENTS:		4.0%	
Prairie Market	1	2.0	(Own) J.B. Gottstein, Anchorage, Alaska
Foodland	1	2.0	(Own) J.B. Gottstein, Anchorage, Alaska
OTHER GROCERY STORES (Incl. Quik Stop and others)	10	6.0%	
TOTAL	31	100.0%	

FAIRBANKS

Market Area Covered: ABC City & Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		42.0%	
Safeway	2	26.0	(Own) Bellevue, Wash.
Foodland	1	16.0	(Own) J.B. Gottstein, Anchorage, Alaska
VOLUNTARY &/OR COOPERATIVE GROUPS:		15.0%	
Southgate Hub	1	8.0	West Coast Groc., Seattle, Wash.
Northgate Hub	1	7.0	West Coast Groc., Seattle, Wash.
LEADING INDEPENDENTS:		34.0%	
Market Basket	3	30.0	West Coast Groc., Seattle, Wash.
McPeaks	1	4.0	na
OTHER GROCERY STORES	16	9.0%	
TOTAL	25	100.0%	

na - not available

ARIZONA

TUCSON

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Lucky (incl. Gemco)	16	<u>68.0%</u> 21.0	Alfred M. Lewis, Phoenix, Ariz.
Arden Mayfair	14	11.0	(Own) Phoenix, Ariz.
Safeway	13	11.0	(Own) Phoenix, Ariz.
A.J. Bayless	10	9.0	(Own) Phoenix, Ariz.
American Stores/Alpha Beta	4	9.0	Assoc. Grocers, Phoenix, Ariz.
Fry's	5	7.0	Assoc. Grocers, Phoenix, Ariz.
LEADING CONVENIENCE STORE CHAINS:			
Circle K	93	<u>10.5%</u> 6.5	A.M. Lewis Co., Phoenix, Ariz.
Lavicio's Deli-Market	7	na	na
7-Eleven	27	2.0	Assoc. Grocers, Phoenix, Ariz.
U-Tote-M	25	1.0	Assoc. Grocers, Phoenix, Ariz.
Quick Mart	17	1.0	Assoc. Grocers, Phoenix, Ariz.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Associated	7	<u>4.0%</u> 4.0	Assoc. Grocers, Phoenix, Ariz.
LEADING INDEPENDENTS:			
Del Monte Market	2	<u>1.0%</u> 1.0	Assoc. Grocers, Phoenix, Ariz.
United Market	1	na	na
AFCO Family Market	1	na	na
El Grande	3	na	na
Farmer's Market	1	na	na
Warehouse Foods	1	na	na
OTHER GROCERY STORES	na	<u>16.5%</u>	
TOTAL	247+	100.0%	

na - not available

ARKANSAS

FAYETTEVILLE

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		<u>58.5%</u>	
Phillips Food Centers	8	<u>23.0</u>	Bentonville, Ark.
Harps Food Stores	3	10.0	Springdale, Ark.
Safeway Stores	3	9.0	(Own) Tulsa, Okla.
Consumer's Market	1	8.5	(Own) Springfield, Mo.
Gerbes Super Markets	4	8.0	Springfield, Mo.
LEADING CONVENIENCE STORE CHAINS:			
		<u>4.0%</u>	
Greenwood Food Stores	17	<u>3.0</u>	Fayetteville, Ark.
7-Eleven	6	1.0	Houston, Texas
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Griffin Groc. Co.	na	*	Van Buren, Ark.
Affiliated Food Stores	na	*	Little Rock, Ark.
LEADING INDEPENDENTS:			
		<u>23.0%</u>	
Consumer IGA	3	<u>6.0</u>	Fayetteville, Ark.
Independent IGA	4	6.0	na
IGA Thriftway	2	5.0	Rogers, Ark.
Watson	3	4.0	Hale Halsell, Tulsa, Okla.
Warehouse Markets	2	2.0	Springdale, Ark.
OTHER GROCERY STORES			
	na	<u>14.5%</u>	
TOTAL	56+	100.0%	

na - not available

* Included in "Other Grocery Stores"

HOT SPRINGS

Market Area Covered: Garland County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Safeway	3	na	(Own) Little Rock, Ark.
Kroger	3	na	(Own) Little Rock, Ark.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Piggly Wiggly	3	na	Piggly Wiggly Operator's Warehouse, Inc., Shreveport, La.
LEADING INDEPENDENTS:			
Jiffie Mart (C)	2	na	na
Cooley's	1	na	na
Razorback	2	na	na
Budget Saver Goods	1	na	na
Food-4-Less	1	na	na
TOTAL	16		

LITTLE ROCK-NORTH LITTLE ROCK

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		<u>85.0%</u>	
Kroger	11	30.0	(Own) Little Rock, Ark.
Safeway	14	29.0	(Own) Little Rock, Ark./ Memphis, Tenn.
Skaggs Albertson	2	11.5	Affiliated Foods, Little Rock, Ark.
Food For Less	3	8.5	na
Food City	5	6.0	(Own) Houston, Texas
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Affiliated Food Stores	42	<u>12.5%</u> 10.0	(Own) Little Rock, Ark.
(Model, Saver, AF, Thriftway)			
Rand Wholesale Grocery	78	2.5	(Own) Little Rock, Ark.
(IGA, Circle R)			
LEADING INDEPENDENTS:			
		<u>2.5%</u>	
Misc. (Incl. 7-Eleven, U-Tote-Em & Majik Markets)	80	2.5	na
TOTAL	237	100.0%	

(C) Convenience Stores
na - not available

PINE BLUFF

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		70.0%	
Safeway	5	40.0	(Own) Little Rock, Ark.
Kroger	1	23.0	(Own) North Little Rock, Ark.
Mad Butcher	4	7.0	(Own) Pine Bluff, Ark.
VOLUNTARY &/OR COOPERATIVE GROUPS:		11.0%	
Affiliated Food Stores	2	6.0	(Own) Little Rock, Ark.
.Rands	7	5.0	(Own) North Little Rock, Ark.
OTHER GROCERY STORES:	na	19.0%	
TOTAL	19+	100.0%	

CALIFORNIA

BAKERSFIELD

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Albertson's	2	na	(Own) Fullerton, Cal.
Alpha Beta	3	na	(Own) La Habra, Cal.
Mayfair	2	na	Cert. Groc. of Cal., L.A., Cal.
Safeway	4	na	(Own) Santa Fe Springs
Thriftmart	3	na	(Own) Smart & Final
Von's	4	na	(Own) El Monte, Cal.
LEADING INDEPENDENTS:			
Center Market	2	na	Cert. Groc. of Cal., L.A., Cal.
Disco Market	2	na	Cert. Groc. of Cal., L.A., Cal.
11-C Market	2	na	Cert. Groc. of Cal., L.A., Cal.
Foodtown Market	3	na	United Grocers Fresno
Green Frog Market	1	na	United Grocers Fresno
Youngs	2	na	Cert. Groc. of Cal., L.A., Cal.
OTHER GROCERY STORES	33	na	
TOTAL	63		

na - not available

CHICO

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>70.0%</u>	
Safeway	3	70.0	(Own) San Francisco, Cal.
Lucky	1		(Own) Sacramento, Cal.
Holiday	2		Market Wholesale, Fresno, Cal.
Shop N'Save	2		United Grocers, Sacramento, Cal.
LEADING CONVENIENCE STORE CHAINS:			
7-Eleven	2	*	(Own) San Francisco, Cal.
Short Stop	2	*	(Own) San Francisco, Cal.
LEADING INDEPENDENTS:		<u>30.0%</u>	
Park Ave. Market	1	30.0	Market Wholesale, Chico, Cal.
Super Shopper Market	1		
Chico Cannery Sales	1		
Behr's Market	1		
Harvey's Market	1		
Frank's Market	1		
TOTAL	19	100.0%	

* Included in "Leading Independents"

FRESNO

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		84.0%	
Safeway	8	16.0	(Own) Sacramento, Cal.
Save Mart	7	16.0	Certified Los Angeles, Cal.
Alpha Beta	5	15.0	(Own) Milpitas, Cal.
Foodland	8	14.0	United Grocers, Fresno, Cal.
Country Boy	2	9.0	Mkt. Whsl., Fresno, Cal.
Mayfair	4	7.0	Certified, Los Angeles, Cal.
Prairie Markets	1	4.0	Certified, Los Angeles, Cal.
Thriftmart	2	3.0	Certified, Los Angeles, Cal.
Stop 'N Shop (C)	nr	nr	na
7-Eleven (C)	22	nr	United Grocers, Fresno, Cal.
LEADING INDEPENDENTS:		16.0%	
Continental	1	5.0	United Grocers, Fresno, Cal.
Hanoian's	1	3.0	United Grocers, Fresno, Cal.
Boys Market	1	3.0	United Grocers, Fresno, Cal.
Young's	2	3.0	Certified Grocers & Mkt. Whsl., Fresno, Cal.
Christensen's/Food World	2	2.0	United Grocers & Mkt. Whsl., Fresno, Cal.
Gong's	2	na	United Grocers, L.A., Cal.
Bad Boy	2	na	United Grocers, Fresno, Cal.
Yohan	1	na	United Grocers, Fresno, Cal.
Stan's Mkt.	1	na	United Grocers, Fresno, Cal.
Shopper's Mkt.	1	na	Market Whsl., Fresno, Cal.
McLane's Mkt.	1	na	United Grocers, Fresno, Cal.
OTHER GROCERY STORES	40	na	
TOTAL	114	100.0%	

(C) Convenience Stores
na - not available
nr - not reported

MODESTO

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>103.0%</u>	
Save Mart Stores	14	<u>27.0</u>	(Own) Mkt. Whlsl., Modesto, & Certified Grocers, L.A. Cal.
Quick Stop (C)	12	na	na
New Deal (includes Jumbo)	10	26.0	Mkt. Whlsl., Modesto & United Grocers, Sacramento Cal.
Raley's	2	16.0	Mkt. Whlsl., Modesto, Cal.
Lucky Stores - Gemco	7	10.0	(Own) San Leandro, Cal.
Alpha Beta	4	6.0	(Own) Milpitas, Cal.
Angelo's	2	4.0	Mkt. Whlsl., Modesto & United Grocers, Sacramento Cal.
Safeway	5	4.0	(Own) Sacramento, Cal.
Prairie Markets (Tradewell)	2	4.0	Certified Grocers, L.A., Cal.
7-Eleven (C)	7	na	na
Richland	2	2.0	Mkt. Whlsl., Modesto & United Grocers, Sacramento Cal.
Liberty Markets	2	1.0	United Grocers, Fresno & Mkt. Whlsl., Modesto, Cal.
Sam's Food City	2	1.0	United Groc., Sacramento, Cal.
Save More	5	1.0	Mkt. Whlsl., Modesto, Cal.
Sequoia	1	1.0	na
LEADING INDEPENDENTS:		<u>3.0%</u>	
O'Brien's	1	<u>3.0</u>	Market Wholesale, Modesto, Cal.
Budget Meats	2	na	
Bell's Market	1	na	
Ray's Market	1	na	
OTHER GROCERY STORES	na	<u>5.0%</u>	
TOTAL	82+	*	

(C) - Convenience Stores

na - not available

*Reflects consumer's store preference, adds to more than 100% because some people shop more than one store.

SALINAS

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		<u>41.0%</u>	
Safeway Stores	2	<u>20.0</u>	(Own) Oakland, Cal.
Lucky Stores	2	8.0	(Own) San Leandro, Cal.
Alpha Beta	2	7.0	(Own) La Habra, Cal.
Albertson's	1	6.0	Kockos Bros., Fremont, Cal.
Nob Hill	2	na	Fleming, Fremont, Cal.
7-Eleven (C)	3	*	na
Quick Stop Market (C)	3	*	na
LEADING INDEPENDENTS:			
		<u>16.0%</u>	
Monte Mart	1	<u>10.0</u>	United Grocers, Richmond, Cal.
Star Market	1	5.0	
Gin's Supermarket	1	1.0	
Fairway Markets	4	na	
OTHER GROCERY STORES			
	na	<u>43.0%</u>	
TOTAL	22+	100.0%	

(C) Convenience Stores

na - not available

*Included in "Other Grocery Stores"

SAN FRANCISCO PENINSULA

Market Area Covered:	No. of	% of Market's Grocery Store Sales	Principal Supplier
Foster City-Cupertino (Spanning parts of Santa Clara & San Mateo Counties)	Stores		
LEADING CHAINS:		63.0%	
Safeway Stores	14	21.0	(Own) San Francisco, Cal.
Lucky/Gemco	9	15.7	(Own) San Francisco, Cal.
Alpha Beta Markets	3	12.0	na
Brentwood Markets	4	7.0	na
Albertson's	1	4.0	na
Food Fair	3	4.0	na
Starlite (Al Bud Inc.)	1	na	na
VOLUNTARY &/OR COOPERATIVE GROUPS:		7.0%	
Co-op Markets	3	7.0	Assoc. Co-ops, Richmond, Cal.
LEADING INDEPENDENTS:		30.0%	
Petrini's	1	7.0	na
Continental Market	1	4.0	na
Midtown Markets	2	3.0	Assoc. Food Stores, Union City, Cal.
Key Markets	2	3.0	na
Manor Market	3	3.0	na
QFI	1	3.0	na
Bell	2	3.0	na
Draeger's Market	1	2.0	United Groc., Richmond, Cal.
Niven's International Mkt.	1	1.0	na
Littleman's	1	1.0	na
All American Market	2	na	na
OTHER GROCERY STORES	60	na	
TOTAL	115	100.0%	

na - not available

SAN MATEO

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>68.0%</u>	
Safeway	15	30.0	(Own) Fremont, Cal.
Lucky	9	16.0	(Own) San Leandro, Cal.
Cala/QFI	8	10.0	United Grocer, Richmond, Cal.
Alpha Beta	3	5.0	(Own) Milpitas, Cal.
Brentwood Markets	6	5.0	Fleming
Albertson's	1	2.0	(Own) Dublin, Cal.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>1.0%</u>	
Consumers Coop. of Palo Alto		1.0	Palo Alto, Cal.
LEADING INDEPENDENTS:		<u>21.0%</u>	
Petrinis	4	7.0	na
Draegers	1	1.0	na
Bell Markets	2	2.0	na
Marsh Manor	2	2.0	na
Westlake Food Center	1	2.0	na
Pepper Tree	1	1.0	na
Stanaway	2	1.0	na
Key Markets	3	2.0	na
Food Villa	1	1.0	na
Trag's Market	1	1.0	na
Laurelwood	1	1.0	na
OTHER GROCERY STORES	300	<u>10.0%</u>	
TOTAL	362	100.0%	

na - not available

SANTA BARBARA

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		61.0%	
Safeway	7	15.0	(Own) Downey, Cal.
Smith's Food King	7	12.0	Certified Grocers, L.A., Cal.
Lucky	6	11.0	(Own) Buena Park, Cal.
Vons	3	9.0	(Own) El Monte, Cal.
Williams Bros.	6	7.0	Certified Grocers, L.A., Cal.
Albertson's	1	3.0	(Own) Brea, Cal.
Alpha Beta	1	2.0	(Own) La Habra, Cal.
Santa Cruz	2	1.0	Certified Grocers, L.A., Cal.
Jurgensen's	1	1.0	Certified Grocers, L.A., Cal.
LEADING CONVENIENCE STORE CHAINS:		0.5%	
7-Eleven	13	na	A.M. Lewis, Northbridge, Cal.
Circle K	3	0.5	A.M. Lewis, Northbridge, Cal.
LEADING INDEPENDENTS:		13.0%	
Nielsen's	2	13.0	Certified Grocers, L.A., Cal.
Aiello's	1		Certified Grocers, L.A., Cal.
Chapala	1		Certified Grocers, L.A., Cal.
Foodland	1		Certified Grocers, L.A., Cal.
Montecito Village Grocery	1		A.M. Lewis, Northbridge, Cal.
Sunburst	3		A.M. Lewis, Northbridge, Cal., Kahann-Lessen
OTHER GROCERY STORES	202	25.5%	
TOTAL	261	100.0%	

na - not available

SANTA CRUZ

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>63.0%</u>	
Safeway	5	<u>33.0</u>	(Own) Fremont, Cal.
Albertson's	3	14.0	(Own) San Leandro, Cal.
Alpha Beta	2	7.0	(Own) Milpitas, Cal.
Lucky	2	5.0	(Own) Fremont, Cal.
Nob Hill	1	4.0	(Own) Gilroy, Cal.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>8.0%</u>	
Big T Supermarkets	4	<u>3.0</u>	United Grocers, Richmond, Cal.
Lucky 7 (C)	1	2.0	San Francisco, Cal.
Speedee/7-Eleven (C)	8	2.0	San Francisco, Cal.
Quick Stop (C)	4	1.0	United Grocers, Richmond, Cal.
LEADING INDEPENDENTS:		<u>20.0%</u>	
Shoppers Corner	1	<u>6.0</u>	Mutual, Richmond, Cal.
De Luxe Foods	1	5.0	Kockos Bros., San Francisco, Cal.
MacDonald's	1	4.0	Mutual, Richmond, Cal.
Opal Cliffs	1	3.0	United Grocers, Richmond, Cal.
Vista Foods	1	2.0	Kockos Bros., San Francisco, Cal.
OTHER GROCERY STORES	51	<u>9.0%</u>	
TOTAL	85	100.0%	

(C) Convenience Stores

STOCKTON

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Don Quick	6	na	(Own) Stockton, Cal.
Frys	4	na	(Own) El Sabrante, Cal.
Progressive Grocers	5	na	United Grocers, Sacramento, Cal.
Centro Mart	5	na	Market Whlsl., Modesto, Cal.
Safeway	4	na	(Own) Sacramento, Cal.
Segarinis	4	na	United Grocers Ltd., (Bert McDonnell Div.)
Quick Stop (C)	4	na	United Grocers, Sacramento, Cal.
Food Bank	3	na	na
Save-Mart	3	na	United Grocers, Ltd. (Bert McDonnell Div.)
New Deal Market	3	na	Market Whlsl., Modesto, Cal.
Lucky Stores	2	na	na
Giant	1	na	Market Whlsl., Modesto, Cal.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Market Wholesale	14	na	(Own) Stockton, Cal.
LEADING INDEPENDENTS:			
Gaia-Delucchi	1	na	United Grocers, Sacramento, Cal.
Big Value Market	1	na	United Grocers, Sacramento, Cal.
Quality Grocers	10	na	United Grocers, Sacramento, Cal.
Big T Supermarkets	3	na	na
OTHER GROCERY STORES:			
	9	na	
TOTAL	82		

(C) Convenience Stores
na - not available

VALLEJO

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		71.0%	
Safeway	11	20.0	(Own) Fremont, Cal.
Lucky	4	18.0	(Own) San Leandro, Cal.
Albertson's	3	16.0	(Own) Dublin, Cal.
Farmers	5	14.0	(Own) San Francisco, Cal.
Fry's Food Stores	1	3.0	na
LEADING INDEPENDENTS:		8.0%	
Vallergas	4	5.0	na
Food Fair	2	3.0	na
PX @ Mare Island & Travis AFB	2	*	na
OTHER GROCERY STORES	na	21.0%	
TOTAL	32+	100.0%	

COLORADO

COLORADO SPRINGS

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS		64.0%	
King Soopers	6	30.0	(Own) Denver, Colo.
Albertson's	6	18.0	Western Grocers, Denver, Colo.
Safeway	7	16.0	(Own) Denver, Colo.
LEADING CONVENIENCE STORE CHAINS:		7.5%	
7-Eleven	48	5.0	Southland Dairy, Dallas, Tex.
Kwik Way Stores	16	2.0	Assoc. Grocers, Denver, Colo.
Barn Stores	3	0.5	ABC Grocers, Denver, Colo.
LEADING INDEPENDENTS:		8.0%	
Simms Super	1	2.0	Assoc. Grocers, Denver, Colo.
Babe's Market	3		
Circle Super	1	2.0	
Black Forest Store	1		
City Supers	1	4.0	
OTHER GROCERY STORES	na	20.5%	
TOTAL	93+	100.0%	

* Included in "Other Grocery Stores"
na - not available

DURANGO

Market Area Covered:	No. of	% of	
ABC City & Retail Trading Zone	Stores	Market's	Principal Supplier
		Grocery	
		Store Sales	
LEADING CHAINS:		78.0%	
Safeway	2	46.0	(Own) Denver, Colo.
City Market	3	32.0	Dillon Co., Grand Junction, Colo.
VOLUNTARY &/OR COOPERATIVE GROUPS:		19.0%	
Associated Grocers (Shur Valu)	2	19.0	(Own) Pueblo, Colo.
OTHER GROCERY STORES	5	3.0%	
TOTAL	13	100.0%	

FORT COLLINS

Market Area Covered:	No. of	% of	
Standard Metropolitan Area	Stores	Market's	Principal Supplier
		Grocery	
		Store Sales	
LEADING CHAINS:		48.0%	
King Soopers	3	26.0	(Own) Denver, Colo.
Safeway	4	22.0	Denver Assoc. Grocers, Denver, Colo.
Albertson's	1	na	(Own) Denver, Colo.
LEADING INDEPENDENTS:		16.0%	
Steele's Cash Market	2	16.0	Assoc. Groc. of Colo., Denver, Colo.
OTHER GROCERY STORES	na	36.0%	
TOTAL	10+	100.0%	

na - not available

PUEBLO

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS		<u>71.0%</u>	
King Soopers Discount	2	36.0	(Own) Denver, Colo.
Safeway Stores	4	35.0	(Own) Denver, Colo.
Kwik Way (C)	17	*	Assoc. Groc., Denver, Colo.
7-Eleven (C)	15	*	na
Loaf N Jug (C)	11	*	na
Super Foods	4	*	Assoc. Groc., Denver, Colo.
Shoppin' Bag	1	*	Assoc. Groc., Denver, Colo.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Associated Grocers	33	*	(Own) Denver, Colo.
LEADING INDEPENDENTS:			
So-Lo Discount	1	*	Assoc. Groc., Denver, Colo.
Blende Super	1	*	Assoc. Groc., Denver, Colo.
Chet's Markets	3	*	Assoc. Groc., Denver, Colo.
OTHER GROCERY STORES	27	<u>29.0%</u>	
TOTAL	116	100.0%	

(C) Convenience Stores

na - not available

*Included in "Other Grocery Stores"

CONNECTICUT

MERIDEN

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS			
Food Mart	3	na	Springfield Sugar, Suffield, Conn.
Stop & Shop	1	na	(Own) Montowese, Conn.
First National	2	na	(Own) E. Hartford, Conn.
Grand Union - "Basics"	1	na	(Own) Linden, N.J.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Shop Rite	2	na	(Own) Wakefern Food Corp., Elizabeth, N.J.
LEADING INDEPENDENTS:			
Guidos Super	2	na	Assoc. Grocers
Barker's Market	1	na	Sweetlife
Everybody's Market	3	na	Waterbury, Conn.
East Side Market	1	na	na
Suburban Super	1	na	na
Caplan's	1	na	na
Town & Country	1	na	na
Pik Kwik	1	na	na
TOTAL	20		

na - not available

NEW BRITAIN

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Sussman's	4	na	Gaer Bros., E. Hartford, Conn.
Stop & Shop	1	na	(Own) North Haven, Conn.
Finast	2	na	na
Food Mart	2	na	Springfield Sugar, Suffield, Conn.
Stop 'N Save	2	na	Springfield Sugar, Suffield, Conn.
LEADING CONVENIENCE STORE CHAINS:			
Cumberland Farms	12	na	New England Wholesale Grocery, Northborough, Mass.
7-Eleven	3	na	na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Bozzuto's	na	na	Cheshire, Conn.
LEADING INDEPENDENTS:			
Shop Rite	2	na	E. Hartford, Conn.
Guido's	1	na	na
Food Bag	2	na	na
TOTAL	31		

na - not available

NEW HAVEN

Market Area Covered: County of New Haven	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>60.5%</u>	
Stop & Shop	16	<u>23.0</u>	(Own) Boston, Mass.
First National	8	8.0	(Own) Kearney, N.J.
Stop & Save	3	6.5	Springfield Sugar, Suffield, Conn.
Food Mart	6	5.0	Springfield Sugar, Suffield, Conn.
Mott's Shop-Rite	3	5.0	(Own) Wakefern Food Corp., Elizabeth, N.J.
Pegnataros	5	4.0	Springfield Sugar, Suffield, Conn.
Pathmark	2	3.0	(Own) Woodbridge, N.J.
Grand Union	3	3.0	(Own) Elmwood Park, N.J.
A&P	3	1.5	(Own) Springfield, Conn.
Foodarama	1	1.0	(Own) Wakefern Food Corp., Elizabeth, N.J.
Gristede Brothers	1	0.5	(Own) Bronx, N.Y.
LEADING CONVENIENCE STORE CHAINS:		<u>2.5%</u>	
Cumberland Farms	53	<u>1.5</u>	Roger Williams, Providence, R.I.
Dairy Mart	20	na	na
Wa Wa Food Stores	14	0.5	Thrift-Way, Penn., Providence, R.I.
7-Eleven	7	0.5	Roger Williams, Providence, R.I.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>7.0%</u>	
Allied Grocers	25	<u>7.0</u>	(Own) Windsor, Conn.
LEADING INDEPENDENTS:		<u>9.5%</u>	
Everybody's Market	5	<u>5.0</u>	Sweetlife, Windsor Locks, Conn.
Klarides	2	2.0	Bozzuto's, Cheshire, Conn.
Central Supermarket	2	1.0	Springfield Sugar, Suffield, Conn.
Walsh's IGA	2	1.0	Bozzuto's, Cheshire, Conn.
Crown Market	1	0.5	Springfield Sugar, Suffield, Conn.
OTHER GROCERY STORES	na	<u>20.5%</u>	
TOTAL	182+	100.0%	

na - not available

NORWALK

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
A&P	2	na	(Own) Hawthorne/Fairlawn, N.J.
Grand Union	3	na	(Own) Mount Kisco, N.Y.
Shopwell	1	na	(Own) Bronx, N.Y.
Stop & Shop	1	na	(Own) North Haven, Conn.
Pathmark	1	na	(Own) Woodbridge, N.J.
Waldbaums	2	na	(Own) Central Islip, N.Y.
Food Emporium	1	na	(Own) Bronx, N.Y.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA	2	na	Bozzuto's, Cheshire, Conn.
LEADING INDEPENDENTS:			
Market Basket	1	na	Associated Foods, Conn.
Manos Market	1	na	na
Rowayton Market	1	na	Bozzuto's Cheshire, Conn.
Gregory's	1	na	na
Atlantic Meat	1	na	Sisk & Robotti, Stamford, Conn.
Village Market	1	na	na
Berlin Bros.	1	na	na
Tokeneke Market	1	na	na
Grand Central	1	na	na
Charlies Market	1	na	na
Palmer's Market	2	na	na
TOTAL	25		

na - not available

WATERBURY

Market Area Covered: ABC City & Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>58.0%</u>	
Stop & Shop	6	<u>18.0</u>	(Own) North Haven, Conn.
First National	7	7.0	(Own) Windsor Locks, Conn.
Stop & Save (Warehouse Foods)	5	6.0	Sweetlife, Windsor Locks, Conn.
Everybody's	4	6.0	Sweetlife, Windsor Locks, Conn.
Shop-Rite	4	6.0	Wakefern, Bronx, N.Y.
Grand Union	4	5.0	(Own) Mt. Kisco, N.Y.
A&P	4	5.0	(Own) Springfield, Mass.
Pathmark	1	3.0	(Own) New Jersey
Shopwell	2	1.5	(Own) Bronx, N.Y.
Gristede	1	0.5	(Own) Bronx, N.Y.
LEADING CONVENIENCE STORE CHAINS:		<u>8.0%</u>	
Pik-Kwik	6	<u>8.0</u>	Twin County, Linden, N.J.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>11.0%</u>	
A.G.	45	<u>8.0</u>	Allied Grocers, Windsor Locks Conn.
IGA	6	3.0	Bozzuto, Cheshire, Conn.
LEADING INDEPENDENTS:		<u>14.5%</u>	
Olivers	7	14.5	AG, Windsor Locks, Conn.
Lanza's E-Z Reach			Bozzuto's, Cheshire, Conn.
Waterbury Beef Foodland			Sweetlife, Windsor Locks, Conn.
Armand's			AG, Windsor Locks, Conn.
Antonelli's			AG, Windsor Locks, Conn.
Anthony's			Bozzuto's, Cheshire, Conn.
Town Plot Supermarket			AG, Windsor Locks, Conn.
OTHER GROCERY STORES	200+	<u>8.5%</u>	
TOTAL	302	100.0%	

DELAWARE

DOVER

Market Area Covered: ABC Primary Market Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Acme	12	na	(Own) Baltimore, Md.
7-Eleven (C)	11	na	na
A&P	5	na	(Own) Baltimore, Md.
Safeway	5	na	(Own) Landover, Md.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Food Rite	6	na	Lehrman, Harrisburg, Pa.
IGA	3	na	B. Green & Co., Baltimore, Md.
Warehouse Foods	1	na	B. Green & Co., Baltimore, Md.
Thriftway	1	na	(Own) Oaks, Pa.
LEADING INDEPENDENTS:			
Marsteller's	8	na	P.A. & S. Small Co., York, Pa.
Banks Convenience Stores	5	na	Bridgeville Whsl., Bridge- ville, N.J.
Medd's	2	na	P.A & S. Small Co., York, Pa.
TOTAL	59		

(C) Convenience Stores
na - not available

WILMINGTON

Market Area Covered: ABC City & Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Acme/Super Saver	28	na	(Own) Philadelphia/ Baltimore
A&P	17	na	(Own) Philadelphia/ Baltimore
Safeway	4	na	(Own) Landover, Md.
Pathmark	3	na	Supermks. General, Woodbridge, N.J.
Shop 'N Bag	4	na	Frankford Quaker Groc., Phila. Pa.
LEADING CONVENIENCE STORE CHAINS:			
7-Eleven	43	na	na
Cumberland Farms	14	na	(Own) Canton, Md.
Wa Wa	10	na	Thriftway Foods, King of Prussia, Pa.
Red Robin Stores	3	na	Supermks. General, Woodbridge, N.J.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Shop Rite	2	na	Wakefern Food Corp., Elizabeth, N.J.
LEADING INDEPENDENTS:			
Food Rite	1	na	Rite Aid Drugs, Harrisburg, Pa.
Thriftway	6	na	(Own) Oaks, Pa.
Haldis Meats	3	na	na
Hub	1	na	na
Tanzer's	1	na	na
Jake's	1	na	na
Miller's	1	na	na
Jansen's	1	na	na
OTHER GROCERY STORES	220	na	na
TOTAL	363		

na - not available

FLORIDA

BRADENTON

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>67.0%</u>	
Winn-Dixie	8	21.0	(Own) Tampa, Fla.
Publix	4	19.0	(Own) Lakeland, Fla.
Lucky	3	10.0	(Own) Tampa, Fla.
A&P	1	8.0	Super Food Services, Orlando, Fla.
Grand Union	2	6.0	(Own) Hialeah, Fla.
Albertson's	1	3.0	Albertson's South Co., Orlando, Fla.
Family Mart	1	na	Family Center, Tampa, Fla.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>7.0%</u>	
Affiliated of Florida	6	7.0	Affiliated of Florida, Tampa, Fla.
Foodway	4	na	Affiliated of Florida, Tampa, Fla.
LEADING CONVENIENCE STORE CHAINS:		<u>9.0%</u>	
Shop N Go	20	4.0	Certified Grocers, Ocala, Fla.
Majik Markets	5	1.0	Certified Grocers, Ocala, Fla.
L'il General	14	3.0	Malone & Hyde, Miami, Fla.
7-Eleven	6	1.0	Southland Corp., Orlando, Fla.
OTHER GROCERY STORES	na	<u>17.0%</u>	
TOTAL	75+	100.0%	

na - not available

DAYTONA BEACH

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		72.8%	
Publix	10	28.6	(Own) Lakeland, Fla.
Winn-Dixie	14	23.6	(Own) Orlando, Fla.
Pantry Pride	6	11.5	(Own) Jacksonville, Fla.
A&P	3	4.2	Super Food Services, Jacksonville, Fla.
Piggly Wiggly	2	3.0	Lakeland, Fla.
Pic N Save	3	1.9	Jacksonville, Fla.
Goodings (Certified)	1	na	(Own) Tampa, Fla.
LEADING CONVENIENCE STORE CHAINS:		10.7%	
7-Eleven	28	4.0	(Own) Southland Corp., Orlando, Fla.
Handy Way	25	3.2	Ocala, Fla.
Jiffy	31	1.5	(Own) Miami, Fla.
Majik	15	1.4	(Own) Jacksonville, Fla.
L'il General	5	0.6	Ocala, Fla.
LEADING INDEPENDENTS:			
Thriftway (Certified)	3	na	(Own) Tampa, Fla.
Metz (Certified)	1	na	(Own) Tampa, Fla.
Pearson's (Certified)	1	na	(Own) Tampa, Fla.
TOTAL	148	*	

GAINESVILLE

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		84.0%	
Winn-Dixie	5	34.0	(Own) Jacksonville, Fla.
Publix	5	22.0	(Own) Lakeland, Fla.
Pantry Pride	1	21.0	(Own) Jacksonville, Fla.
Albertson's	1	7.0	(Own) Jacksonville, Fla.
VOLUNTARY &/OR COOPERATIVE GROUPS:		3.0%	
Affiliated of Florida	2	3.0	Tampa, Fla.
OTHER GROCERY STORES:		13.0%	
Li'l Champ Food Stores (C)	16	2.5	(Own) Jacksonville, Fla.
Munford (C)	15	2.0	(Own) Jacksonville, Fla.
Huntley Jiffy Stores (C)	6	1.5	Palotka, Fla.
Shelton Food Stores	1	1.5	Ocala, Fla.
7-Eleven (C)	9	1.0	Orlando, Fla.
M & H Stores (C)	5	0.5	Ocala, Fla.
Others	na	4.0	
TOTAL	66+	100.0%	

na - not available

* Does not add to 100% due to the fact that the percent of sales for certain stores was not available.

(C) Convenience Stores

JACKSONVILLE

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		88.0%	
Winn-Dixie	35	25.0	(Own) Jacksonville, Fla.
Pantry Pride	22	18.0	(Own) Jacksonville, Fla.
Publix	11	17.0	(Own) Jacksonville, Fla.
Albertson's	4	6.0	Super Food Services, Orlando, Fla.
Lil' Champ (C)	95	4.0	Certified Grocers, Ocala, Fla.
United Foods (Banner)	93	3.0	(Own) Jacksonville, Fla.
Jiffy (C)	95	3.0	Certified Grocers, Ocala, Fla.
A&P	5	2.0	Super Food Services, Orlando, Fla.
Majik Markets (C)	53	2.0	Munford, Atlanta, Ga.
Daylight	4	2.0	(Own) Jacksonville, Fla.
7-Eleven (C)	57	2.0	Southland Corp., Orlando, Fla.
Zippy Mart (C)	30	2.0	Certified Grocers, Ocala, Fla.
Foodway Stores	3	2.0	Affiliated of Florida, Tampa, Fla.
Thriftway/Saveway	2	*	Certified Grocers, Ocala, Fla.
LEADING INDEPENDENTS:		7.0%	
Commissaries	3	5.0	na
Pic N'Save	2	2.0	(Own) Jacksonville, Fla.
OTHER GROCERY STORES	na	5.0%	
TOTAL	511+	100.0%	

(C) Convenience Stores

* Included in "Other Grocery Stores"

na - not available

PENSACOLA

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>56.5%</u>	
Delchamps	7	13.0	(Own) Mobile, Ala.
Winn-Dixie	7	12.5	(Own) Montgomery, Ala.
Food Fair (Pantry Pride)	3	8.0	(Own) Jacksonville, Fla.
Albertson's	2	7.0	Lewis Bear Co., Pensacola, Fla.
A&P	3	7.0	(Own) New Orleans, La.
Barnes	10	6.0	Pensacola, Fla.
Piggly Wiggly	2	3.0	Benson Wholesale, Geneva, Ala.
LEADING CONVENIENCE STORE CHAINS:		<u>9.0%</u>	
Li'l General	24	2.5	Lewis Bear Co., Pensacola, Fla.
Jr. Food Stores	17	2.0	na
Sunshine Jr. Stores	22	2.0	Panama City, Fla.
7-Eleven	14	1.0	Baton Rouge, La.
Plee-Zing	1	na	Pensacola, Fla.
Han D Pak	8	1.0	Lewis Bear Co., Pensacola, Fla.
Tom Thumb	1	0.5	Crestview, Fla.
Pak-A-Sak	20	*	na
Magic Market	18	*	na
LEADING INDEPENDENTS:			
McVay Red & White	2	*	Quincy, Fla.
Red & White	2	*	(Own) Pensacola, Fla
IGA	4	*	na
Warehouse Food Center	1	na	Jackson, Miss.
United Supermarkets	3	na	Lewis Bear, Pensacola, Fla.
OTHER GROCERY STORES	na	<u>34.5%</u>	
TOTAL	171+	100.0%	

na - not available

* Included in "Other Grocery Stores"

SARASOTA

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		<u>77.0%</u>	
Publix	10	30.0	(Own) Lakeland, Fla.
Winn-Dixie	9	20.0	(Own) Tampa, Fla.
Grand Union	4	19.0	(Own) Hialeah, Fla.
Kash n'Karry Discount Supermarkets	2	4.0	(Own) Tampa, Fla.
Jewel T	1	3.0	Orlando, Fla.
7-Eleven (C)	10	1.0	Orlando, Fla.
Mr. C's	2	na	na
Foodway	1	na	na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
		<u>4.5%</u>	
Affiliated of Florida	5	3.0	Tampa, Fla.
Certified Grocers of Florida	11	1.5	Ocala, Fla.
LEADING INDEPENDENTS:			
		<u>4.0%</u>	
Li'l General (C)	12	2.0	St. Petersburg, Fla.
Quick Stop Food Stores	9	1.0	Sarasota, Fla.
Speedee Shop	6	1.0	Plant City, Fla.
OTHER GROCERY STORES	na	<u>14.5%</u>	
TOTAL	82+	100.0%	

TALLAHASSEE

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		<u>83.6%</u>	
Publix	4	35.8	Publix Warehouse, Lakeland, Fla.
Winn-Dixie	6	21.8	W/D Warehouse, Jacksonville, Fla.
Albertson's	2	11.5	Super Food Services, Orlando, Fla.
Big Star	na	5.5	Malone & Hyde, Miami, Fla.
Pantry Pride	3	4.8	P.P. Warehouse
A&P	2	3.0	Super Food Services, Orlando, Fla.
Mumford (C)	19	*	(Own) Jacksonville, Fla.
Sunshine Jr. Stores (C)	16	*	Panama City, Fla.
South Georgia Grocery (C)	12	*	Quitman, Ga.
Jewel T	1	1.2	na
LEADING INDEPENDENTS:			
		<u>9.1%</u>	
Willis IGA	2	9.1	Higdon Grocery
RIO	11	*	Albany, Ga.
Warehouse Foods	1	*	Higdon Grocery
Green Acres IGA	1	*	Higdon Grocery
OTHER GROCERY STORES	na	<u>7.3%</u>	
TOTAL	80+	100.0%	

(C) Convenience Stores

na - not available

* Included in "Other Grocery Stores"

GEORGIA

ALBANY

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		59.0%	
A&P	1	13.0	(Own) Atlanta, Ga.
Kroger	2	12.0	(Own) Nashville, Tenn.
Harvey's	5	11.0	(Own) Nashville, Ga.
Winn-Dixie	2	7.0	Winn-Dixie, Jacksonville, Fla.
Food Fair Stores	1	6.0	(Own) Jacksonville, Fla.
Munford (C)	13	3.0	(Own) Jacksonville, Fla.
Kwickie Food Stores (C)	9	3.0	Macon, Ga.
Sunshine Jr. Stores (C)	2	2.0	Panama City, Fla.
South Georgia Grocery (C)	4	1.0	Quitman, Ga.
Zippy Mart (C)	2	1.0	Valdosta, Ga.
VOLUNTARY &/OR COOPERATIVE GROUPS:		6.0%	
Piggly Wiggly	5	6.0	(Own) Vidalia, Ga.
LEADING INDEPENDENTS:		5.0%	
RIO	5	5.0	(Own) Albany, Ga.
OTHER GROCERY STORES	na	30.0%	
TOTAL	51+	100.0%	

(C) Convenience Stores
na - not available

COLUMBUS, GA.-ALA.

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Piggly Wiggly	16	<u>63.7%</u> 20.0	Southland Groc. Co., Columbus, Ga.
Winn-Dixie	3	12.0	(Own) Montgomery, Ala.
A&P	3	11.0	(Own) Atlanta, Ga.
Colonial Stores	3	8.0	Thomasville, Ga.
Big Apple Stores	5	7.5	Alterman Foods, Atlanta, Ga.
Munford (C)	18	2.0	(Own) Atlanta, Ga.
7-Eleven (C)	8	1.3	(Own) Atlanta, Ga.
United Super	5	0.7	Southland Groc. Co., Columbus, Ga.
Sing (C)	8	0.6	Timberlake Groc. Co., Timberlake, Ga.
U-Bag-It	2	0.5	Southland Groc. Co., Columbus, Ga.
Zippy Mart (C)	2	0.1	Hudson-Thompson, Inc., Montgomery, Ala.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Thriftown	9	<u>10.0%</u>	Assoc. Groc., College Park, Ga.
IGA	5	10.0	Quincy, Fla.
Giant Value	2		Assoc. Groc., College Park, Ga.
Super Foods	3		(Own) Orlando, Fla.
OTHER GROCERY STORES	na	<u>26.3%</u>	
TOTAL	92+	100.0%	

MACON

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Piggly Wiggly	14	<u>85.5%</u> 48.0	(Own) Vidalia, Ga.
Kroger	3	20.0	(Own) Atlanta, Ga.
Winn-Dixie	4	6.0	(Own) Atlanta, Ga.
Big Star & Colonial	1	4.0	(Own) Atlanta, Ga.
Family Mart	1	4.0	na
Jewel T	1	2.0	na
Big Apple	2	1.5	(Own) Atlanta, Ga.
LEADING INDEPENDENTS:			
Food Fair	1	<u>5.0%</u> 3.0	(Own) Macon, Ga.
J & L Super Market	3	2.0	Macon, Ga.
OTHER GROCERY STORES (Including Convenience Stores)	58	<u>9.5%</u>	
TOTAL	88	100.0%	

(C) Convenience Stores
na - not available

ROME

Market Area Covered:	No. of	% of	
Floyd County	Stores	Market's	
		Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:			
Red Diamond	2	na	Assoc. Grocers, E. Point, Ga.
Piggly Wiggly	3	na	(Own) Vidalia, Ga.
Big Star	1	na	(Own) E. Point, Ga.
Kroger	2	na	(Own) Atlanta, Ga.
Walker-Mayes	1	na	Independent Grocers Assoc., Gadsden, Ala.
Warehouse Grocers	1	na	na
K-Mart Food	1	na	na
LEADING CONVENIENCE STORE CHAINS:			
E-Z	2	na	Munford Inc., Atlanta, Ga.
Majik Markets	2	na	Munford Inc., Atlanta, Ga.
LEADING INDEPENDENTS:			
Lowe's	1	na	J.L. Lester & Sons Inc., Rockmart, Ga.
Taylors	2	na	J.L. Lester & Sons Inc., Rockmart, Ga.
Thomas Food Center	2	na	na
K & J's	1	na	J.L. Lester & Sons Inc., Rockmart, Ga.
Lumpkin	1	na	na
Roy's Little Garden	1	na	na
Millican's Super Value	1	na	na
OTHER GROCERY STORES	85	na	
TOTAL	109		

na - not available

SAVANNAH

Market Area Covered:		% of	
Standard Metropolitan Area	No. of	Market's	Principal Supplier
	Stores	Grocery	
		Store Sales	
LEADING CHAINS:		<u>88.1%</u>	
M & M	6	<u>37.2</u>	Savannah, Ga.
Piggly Wiggly Carolina	8	24.1	(Own) Charleston, S.C.
Foodtown	4	10.4	(Own) Savannah, Ga.
Kroger Sav-On	2	9.6	(Own) Atlanta, Ga.
Red & White	4	6.8	Wetterau, Inc., Charleston, S.C.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Alexander Groc. Co.	na	na	Wholesaler (Savannah, Ga.)
LEADING INDEPENDENTS:		<u>3.5%</u>	
David's	1	<u>3.5</u>	Savannah, Ga.
OTHER GROCERY STORES	35	<u>84%</u>	
TOTAL	60	100.0%	

HAWAII

HONOLULU

Market Area Covered:		% of	
Standard Metropolitan Area	No. of	Market's	Principal Supplier
	Stores	Grocery	
		Store Sales	
LEADING CHAINS:		<u>74.0%</u>	
Foodland (including Food Pantry, Food Warehouse and Emjay's)	18	20.8	(Own) Honolulu, Hawaii
Times Super Markets	13	18.7	Certified Corp., Honolulu, Hawaii
Safeway	9	14.4	(Own) Richmond, Cal.
Star Markets	6	11.8	Certified Corp., Honolulu, Hawaii
Big-Way Super Markets	6	8.3	Certified Corp., Honolulu, Hawaii
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA Stores	5	na	Certified Corp., Honolulu, Hawaii
LEADING INDEPENDENTS:		<u>10.7%</u>	
Armed Forces Commissaries	8	na	na
Daiei/Holiday Mart	4	7.8	(Own) Honolulu, Hawaii
P & P Super Foods	3	1.7	(Own) Honolulu, Hawaii
Chun Hoon	1	1.2	(Own) Honolulu, Hawaii
OTHER GROCERY STORES	159	<u>15.3%</u>	
TOTAL	231	100.0%	

na - not available

IDAHO

BOISE

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		<u>87.7%</u>	
Albertson's	9	30.0	(Own) Boise, Idaho
Smith's Food King	6	22.0	(Own) Ogden, Utah
Buttrey's	5	15.0	(Own) Billings, Mont.
Safeway	2	8.0	(Own) Salt Lake City, Utah
M & W	5	6.0	Assoc. Grocers, Boise, Idaho
Waremart	1	5.0	na
Circle K (C)	14	1.1	na
7-Eleven (C)	13	0.6	na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
AG/Thriftway	4	<u>2.3%</u> 2.3	(Own) A.G. Wholesale, Boise, Idaho
LEADING INDEPENDENTS:			
D'Allessandro's	1	<u>8.5%</u> 8.5	na
OTHER GROCERY STORES			
	na	<u>1.5%</u>	
TOTAL	60+	100.0%	

LEWISTON

Market Area Covered: Lewiston/Clarkston City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		<u>48.0%</u>	
Safeway	2	17.0	(Own) Spokane, Wash.
Albertson's	2	15.0	Roundup, Spokane, Wash.
Buttrey's	1	16.0	(Own) Billings, Mont.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA	2	<u>7.0%</u> 7.0	Roundup, Spokane, Wash.
LEADING INDEPENDENTS:			
		<u>19.0%</u>	
Low Priced 3	3	5.0	Roundup, Spokane, Wash.
Flecnors Thrift	1	5.0	Roundup, Spokane, Wash.
Family Foods	1	4.0	na
Norden's	1	3.0	URM, Spokane, Wash.
Food City	1	2.0	URM, Spokane, Wash.
OTHER GROCERY STORES:			
	25	<u>26.0%</u>	
TOTAL	39	100.0%	

(C) Convenience Stores
na - not available

ILLINOIS

BLOOMINGTON

Market Area Covered: ABC City & Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Kroger	5	na	(Own) St. Louis, Mo.
Eisner Food Stores	9	na	(Own) Champaign, Ill.
Eagle Foods	1	na	Eagle Foods, Milan, Ill.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA	19	na	J.M. Jones, Champaign, Ill.
United Independent	24	na	(Own) Chris Hoerr & Sons, East Peoria, Ill.
LEADING INDEPENDENTS:			
Convenient Food Mart (Bloomington)	3	na	na
Eddie's Market (Bloomington)	1	na	Wayco Foods, Corp., Elgrove, Ill.
Convenient Food Mart (Norma)	1	na	na
Mike's Market	1	na	Certified Grocers, Chicago, Ill.
Dave's (Fairbury)	1	na	na
Clapp's (Delight)	1	na	na
Convenient Food Market (Lincoln)	1	na	na
OTHER GROCERY STORES	116	na	
TOTAL	183	na	

na - not available

CHAMPAIGN-URBANA

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>37.0%</u>	
Eisner	6	27.0	(Own) Champaign, Ill.
Kroger	2	10.0	(Own) St. Louis, Mo.
Eagle Foods	3	na	(Own) Milan, Ill.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>27.0%</u>	
IGA	8	27.0	J.M. Jones Co., Inc., Champaign, Ill.
LEADING INDEPENDENTS		<u>14.0%</u>	
Prospect Foods	2	10.0	J.M. Jones Co., Inc., Champaign, Ill.
Kirby Foods	1	3.0	J.M. Jones Co., Inc., Champaign, Ill.
Convenient Foods	3	0.6	Southland Corp., Champaign, Ill.
White Hen	2	0.4	Chris Hoerr & Sons, East Peoria, Ill.
OTHER GROCERY STORES	na	<u>22.0%</u>	
TOTAL	27+	100.0%	

DECATUR

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>68.0%</u>	
Eisner	5	23.0	(Own) Champaign, Ill.
Kroger	3	17.0	(Own) St. Louis, Mo.
Eagle	2	14.0	(Own) Milan, Ill.
A & P	3	12.0	(Own) Indianapolis, Ind.
Cloyd's	4	2.0	Chris Hoerr & Sons, E. Peoria, Ill.
LEADING INDEPENDENTS:			
Peters	1	*	na
OTHER GROCERY STORES	36	<u>32.0%</u>	
TOTAL	54	100.0%	

na - not available

* Included in "Other Grocery Stores"

ELGIN

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		57.0%	
Jewel	4	23.0	(Own) Melrose Park, Ill.
Eagle Foods	2	18.0	(Own) Milan, Ill.
Angelo's Finer Foods	1	8.0	Certified Grocers, Madison, Wis.
7-Eleven (C)	11	5.0	na
Convenient Food Marts	4	3.0	Dearborn Whlsl. Grocers, Chicago, Ill.
VOLUNTARY &/OR COOPERATIVE GROUPS:		3.0%	
IGA	1	3.0	M. Loeb & Co., Elk Grove, Ill.
LEADING INDEPENDENTS:		20.0%	
Gromer's	1	17.0	Central Grocers Corp., Franklin Park, Ill.
Stop 'N Go Foods (C)	2	3.0	Certified Grocers, Madison, Wis.
OTHER GROCERY STORES	13	20.0%	
TOTAL	39	100.0%	

JOLIET

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Jewel Food	5	na	(Own) Melrose Park, Ill.
Eagle	2	na	(Own) Milan, Ill.
Dominick	1	na	(Own) Northlake, Ill.
Aldi	1	na	(Own) Batavia, Ill.
LEADING INDEPENDENTS:			
Economy	2	na	na
Honiotes	2	na	na
Certified	1	na	na
E-Z Pickins	2	na	na
JV Supermarket	1	na	na
OTHER GROCERY STORES	2	na	
TOTAL	19		

(C) Convenience Stores
na - not available

PEORIA

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Kroger	11	<u>57.0%</u> 23.0	(Own) St. Louis, Mo. & Peoria, Ill.
Eagle (Lucky Stores, Inc.)	4	12.0	(Own) Milan, Ill.
Thompson Food Basket	8	11.0	Chris Hoerr & Sons, E. Peoria, Ill.
Convenient Food Marts	19	4.0	(Own) Peoria, Ill.
Randall's	1	4.0	J.M. Jones, Champaign & Peoria, Ill.
Del Farm	3	3.0	(Own) Indianapolis, Ind.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Red Fox Stores	16	<u>26.0%</u> 17.0	Chris Hoerr & Sons, E. Peoria, Ill.
IGA (excluding Ben's)	9	5.0	J.M. Jones, Champaign & Peoria, Ill.
Cardinal	8	4.0	Wayco Foods Corp., Elk Grove, Ill.
LEADING INDEPENDENTS:			
Ben Schwartz (IGA)	4	<u>11.0%</u> 7.0	J.M. Jones, Champaign & Peoria, Ill.
Mr. K's	2	4.0	J.M. Jones, Champaign & Peoria, Ill.
OTHER GROCERY STORES			
	na	<u>6.0%</u>	
TOTAL	85+	100.0%	

QUINCY

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Kroger	1	na	(Own) St. Louis, Mo.
Randall Discount	1	na	J.M. Jones, Champaign, Ill.
Eagle Foods	1	na	(Own) Eagle Foods, Milan, Ill.
Save U More	1	na	(Own) Hy-Vee, Chariton, Iowa
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Niemann Foods No. 1	1	na	J.M. Jones, Champaign, Ill.
Niemann Foods No. 2	1	na	J.M. Jones, Champaign, Ill.
Niemann Foods No. 6	1	na	J.M. Jones, Champaign, Ill.
SUPERETTE			
Aldi Foods	1	na	na
OTHER GROCERY STORES			
	3	na	
TOTAL	11		
na - not available			

SPRINGFIELD

Market Area Covered: Sangamon County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		66.0%	
National	3	15.0	(Own) Rosemont, Ill.
Kroger	3	15.0	(Own) Hazelwood, Mo.
Eagle Foods	2	13.0	Rock Island, Ill.
Eisner	3	13.0	(Own) Champaign, Ill.
Kroger Sav-On	1	8.0	(Own) E. Peoria, Ill.
Aldi Benner	1	2.0	na
VOLUNTARY &/OR COOPERATIVE GROUPS:		23.0%	
IGA	6	16.0	Wetterau Foods, St. Louis, Mo.
Red Fox	9	7.0	Chris Hoerr & Sons, E. Peoria, Ill.
LEADING INDEPENDENTS:		7.0%	
Avenue Foods	1	7.0	Chris Hoerr & Sons, E. Peoria, Ill.
Humphreys	1		Rejoyce Corp., Peoria, Ill.
OTHER GROCERY STORES	na	4.0%	
TOTAL	30+	100.0%	

INDIANA

ANDERSON

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		28.0%	
Marsh	3	28.0	(Own) Yorktown, Ind.
LEADING INDEPENDENTS		63.5%	
Payless	4	34.5	Scot Lad, Lansing, Ill.
Eaveys	2	8.0	na
Mathews	1	6.5	(Own) Indianapolis, Ind.
Harvest Market	3	6.5	McMahon-Lieb Co., Anderson, Ind.
Super Six	2	3.0	McMahon-Lieb Co., Anderson, Ind.
Aldi Foods	1	2.0	na
Shoppers Choice	1	1.5	McMahon-Lieb Co., Anderson, Ind.
Yanceys	1	1.5	McMahon-Lieb Co., Anderson Ind.
OTHER GROCERY STORES	na	8.5%	
TOTAL	18+	100.0%	

na - not available

EVANSVILLE, IND.-KY.

Market Area Covered:	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
Vanderburg, Warrick, Posey, and Gibson Counties, Indiana Henderson County, Kentucky			
VOLUNTARY &/OR COOPERATIVE GROUPS:		9.0%	
Key Markets	14	<u>5.0</u>	Creasey Co., Evansville, Ind.
IGA	6	4.0	Wetterau Foods, Bloomington, Ind.
LEADING INDEPENDENTS:		81.0%	
Great Scot	4	<u>19.0</u>	Scot Lad, Lansing, Ill.
Wesselman's	9	19.0	Creasey Co., Evansville, Ind.
Schnucks/Walgreens	2	12.0	Schnucks Foods, St. Louis, Mo.
Spaulding's	6	12.0	J. Winkler & Sons, Dale, Ind.
Jerry's	4	10.0	na
Royal	2	5.0	J. Winkler & Sons, Dale, Ind.
Dick's Foodland	3	2.0	Malone & Hyde, Sykeston, Mo. & Creasey Co., Evansville, Ind.
Sureway	3	2.0	Malone & Hyde, Sykeston, Mo.
OTHER GROCERY STORES	112	<u>10.0%</u>	
TOTAL	165	100.0%	

FORT WAYNE

Market Area Covered:	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
Standard Metropolitan Area			
LEADING CHAINS:		97.0%	
Maloley's	13	<u>31.7</u>	Food Marketing Corp., Fort Wayne, Ind.
Rogers	11	24.3	Food Marketing Corp., Fort Wayne, Ind.
Scott's	10	16.2	Scot Lad, Inc., Lima, Ohio
Super Value	15	14.1	Food Marketing Corp., Fort Wayne, Ind.
Kroger	4	10.7	(Own) Ft. Wayne, Ind.
VOLUNTARY &/OR COOPERATIVE GROUPS:		1.0%	
IGA	13	<u>1.0</u>	Super Foods, Bellefontaine, Ohio
OTHER GROCERY STORES	na	<u>2.0%</u>	
TOTAL	66+	100.0%	

na - not available

GARY

Market Area Covered:		% of	
Corporate City Limits	No. of	Market's	Principal Supplier
	Stores	Grocery	
		Store Sales	
LEADING CHAINS:		<u>14.0%</u>	
Eagle	2}	14.0	(Own) Milan, Ill.
Jewel	3}		(Own) Chicago, Ill.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>66.0%</u>	
Certified:			
Buy-Low	7	13.5	Cert. Groc. of Ill., Chicago, Ill.
Basics Warehouse	3	13.0	
Wiseway	4	12.5	
Save More Food Center	3	9.5	
Tip Top	1	6.5	
Lk. Pk. Foods	1	3.5	
Candiano's	1	2.0	
Big "T"	1	0.5	
Central:			
Wilco	2	3.0	Central
Costas	2	2.0	Spartan, Grand Rapids, Mich.
OTHER GROCERY STORES	na	<u>20.0%</u>	
TOTAL	30+	100.0%	

HAMMOND

Market Area Covered:		% of	
ABC City Zone	No. of	Market's	Principal Supplier
	Stores	Grocery	
		Store Sales	
LEADING CHAINS:		<u>12.0%</u>	
Jewel	5}	12.0	Super Valu, Plainfield, Ind.
Dominick's	1}		(Own) Northlake, Ill.
LEADING INDEPENDENTS:		<u>60.5%</u>	
Strack & Vantil	4	18.5	Central
Burgers	4	16.0	Scot Lad, Chicago, Ill.
Wiseway	2	9.0	Certified, Chicago, Ill.
Parkview	3	9.0	Certified, Chicago, Ill.
Angelos	1	4.0	Certified, Chicago, Ill.
Sterk's	4	4.0	Certified, Chicago, Ill.
OTHER GROCERY STORES	na	<u>27.5%</u>	
TOTAL	24+	100.0%	

na - not available

MUNCIE

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING GROCERY STORES:		<u>94.0%</u>	
Marsh	4	38.0	(Own) Yorktown, Ind.
Ross	4	33.0	Food Marketing, Ft. Wayne, Ind.
Wise	2	13.0	White Villa Foods, Dayton, Ohio
Eaveys	2	6.0	Certified Grocers, Indianapolis, Ind.
Harvey's Mkt.	2	4.0	Allied Grocers, Indianapolis, Ind.
OTHER GROCERY STORES	na	<u>6.0%</u>	
TOTAL	14+	100.0%	

SOUTH BEND

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>29.0%</u>	
Kroger	7	29.0	(Own) Grand Rapids, Mich.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>12.0%</u>	
W.W. Wilt	3	7.0	Food Marketing, Ft. Wayne, Ind.
Cira's	3	5.0	Food Marketing, Ft. Wayne, Ind.
LEADING INDEPENDENTS		<u>30.0%</u>	
Martin's	7	26.0	(Own) Mishawka, Ind.
Prickett's	1	3.0	Scot Lad, Lansing, Ill.
Gruber's	2	1.0	Centrella, Franklin Park, Ill.
OTHER GROCERY STORES	na	<u>29.0%</u>	
TOTAL	23+	100.0%	

na - not available

TERRE HAUTE

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>56.5%</u>	
Kroger	3	<u>24.5</u>	(Own) Indianapolis, Ind.
Great Scot	2	21.0	Scot Lad, Eldorado and Chicago, Ill.
No Frills	2	11.0	National Tea, Indianapolis, Ind.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>19.8%</u>	
IGA	9	<u>19.8</u>	Wetterau Foods, Bloomington, Ill.
OTHER GROCERY STORES	na	<u>23.7%</u>	
TOTAL	16+	100.0%	

IOWA

CEDAR RAPIDS

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>81.0%</u>	
Hy-Vee Food Stores	7	<u>42.0</u>	(Own) Chariton Whsl., Chariton, Iowa
Eagle Stores	4	26.0	Eagle, Milan, Ill.
Me Too Super Markets	5	13.0	Nash Finch Co., Cedar Rapids, Iowa
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>7.0%</u>	
Barlows	2	<u>7.0</u>	Super Valu, Des Moines, Iowa
OTHER GROCERY STORES	30	<u>12.0%</u>	
TOTAL	48	100.0%	

na - not available

DAVENPORT-ROCK ISLAND-MOLINE-EAST MOLINE

Market Area Covered:	No. of	% of	
Scott County, Iowa & Rock Island County, Ill.	Stores	Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		91.6%	
Eagle Discount	13	41.9	Lucky Stores, (Midwestern Div.), Milan, Ill.
Geifman	11	19.5	(Own) Davenport, Iowa
Randall's	7	14.5	Super Valu, Des Moines, Iowa
Jewel	3	9.9	(Own) Chicago, Ill.
Aldi	4	4.3	na
Jack & Jill	4	1.5	Nash Finch, Des Moines, Iowa
VOLUNTARY &/OR COOPERATIVE GROUPS		2.0%	
Super Valu	2	1.2	(Own) Des Moines, Iowa
Certified	1	0.8	(Own) Certified, Chicago, Ill.
LEADING INDEPENDENTS:		5.2%	
7-Eleven (C)	20	3.0	na
Royal Blue	7	2.2	Farm House Foods, Daven- port, Iowa
OTHER GROCERY STORES	15	1.2%	
TOTAL	87	100.0%	

DES MOINES

Market Area Covered:	No. of	% of	
Polk & Warren Counties	Stores	Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		83.0%	
Hy-Vee Stores	12	46.0	(Own) Chariton Whsl., Chariton, Iowa
Dahl's Food Stores	9	36.0	Super Valu, Des Moines, Iowa
Hinky Dinky	1	1.0	(Own) Omaha, Neb.
VOLUNTARY &/OR COOPERATIVE GROUPS:		15.0%	
Super Valu	11	10.0	(Own) Des Moines, Iowa
Sav-U-Mor	1	2.0	(Own) Chariton, Iowa
Food-4-Less	2	2.0	(Own) Laurens, Iowa
AG	6	1.0	Assoc. Grocers of Iowa, Des Moines, Iowa
OTHER GROCERY STORES	21	2.0%	
TOTAL	63	100.0%	

(C) Convenience Stores
na - not available

DUBUQUE

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		96.0%	
Eagle	3	55.0	(Own) Milan, Ill.
Randall's	2	22.0	Super Valu, Des Moines, Iowa
Warehouse Market	1	10.0	Nash Finch Co., Cedar Rapids, Iowa
Thompson/Okky Doky	10	9.0	Assoc. Grocers, Des Moines, Iowa
Save-U-More	1	na	Hy-Vee, Chariton, Iowa
VOLUNTARY &/OR COOPERATIVE GROUPS:		4.0%	
IGA	1	3.0	Gateway Foods, LaCrosse, Wis.
Blue Jay	1	1.0	Farm House, Davenport, Iowa
TOTAL	19	100.0%	

na - not available

SIOUX CITY

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		80.0%	
HyVee	2	31.0	(Own) Chariton, Iowa
Sunshine	5	24.0	(Own) Sioux Falls
Hinky Dinky	2	17.0	(Own) Omaha, Nebraska
Warehouse Mkt.	1	8.0	Super Valu, Minneapolis, Minn.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA	2		Assoc. Groc. of Iowa, Ankeny, Iowa
Gateway Foods	1		(Own) LaCrosse, Wisc.
LEADING INDEPENDENTS:			
Boulevard	1		na
Solomons	1		na
Laurences	1		na
Corner Stores	1		Cohn Wholesale, Sioux City, Iowa
Economy Market	1	20.0%	Cohn Wholesale, Sioux City, Iowa
Food For Less	1		na
OTHER GROCERY STORES:			
Rouses	2		na
Coopers	1		na
Polaykoff's	1		na
Harold's	1		na
Siouxland Groceries	1		na
OTHER GROCERY STORES	28		
TOTAL	53	100.0%	

na - not available

WATERLOO

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>69.0%</u>	
Hy-Vee	5	<u>34.0</u>	(Own) Chariton, Iowa
Eagle	4	25.0	(Own) Lucky Stores, Milan, Ill.
Food-4-Less	1	8.0	(Own) Laurens, Iowa
Aldi	1	2.0	(Own) Burlington, Iowa
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>18.0%</u>	
Super Valu	5	<u>10.0</u>	(Own) Des Moines, Iowa
Jack & Jill	5	3.0	Nash Finch, Cedar Rapids, Iowa
Warehouse Mart	1	3.0	Nash Finch, Cedar Rapids, Iowa
Stop 'n Shop	2	2.0	Grocers Wholesale, Des Moines, Iowa
LEADING INDEPENDENTS:		<u>5.0%</u>	
S & S Markets	2	<u>3.0</u>	Assoc. Grocers, Ankeny, Iowa
Adams Store	1	2.0	Assoc. Grocers, Ankeny, Iowa
OTHER GROCERY STORES	54	<u>8.0%</u>	
TOTAL	81	100.0%	

KANSAS

HUTCHINSON

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>71.0%</u>	
Dillon's	4	26.0	(Own) Hutchinson, Kansas
Safeway	1	16.0	(Own) Kansas City, Mo.
Warehouse Market	1	15.0	Nash Finch Co., Hutchinson, Kansas
Jack & Jill	1	14.0	Nash Finch Co., Hutchinson, Kansas
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>19.0%</u>	
Harper's IGA	1	8.0	Fleming Co., Wichita, Kansas
Risley IGA	1	6.0	Fleming Co., Wichita, Kansas
Kwik Shops	6	5.0	na
LEADING INDEPENDENTS:		<u>9.0%</u>	
Pic-Quick, Inc.	5	6.0	na
Collins	1	3.0	Assoc. Grocers, Wichita, Kansas
OTHER GROCERY STORES	5	<u>1.0%</u>	
TOTAL	26	100.0%	

TOPEKA

Market Area Covered: Corporate City Limits	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>47.0%</u>	
Falley's	7	24.0	Assoc. Grocers, Kansas City, Kansas
Dillon's	4	12.0	(Own) Hutchinson, Kansas
Safeway	2	6.0	(Own) Kansas City, Mo.
Dibbles	3	5.0	Fleming, Topeka, Kansas
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>37.0%</u>	
IGA	15	29.0	Fleming, Topeka, Kansas
Super Saver	7	8.0	Assoc. Grocers, Kansas City, Kansas
LEADING INDEPENDENTS:		<u>6.0%</u>	
Suttons	2	6.0	Fleming, Topeka, Kansas
OTHER GROCERY STORES (Grocery Supply, E-Z Shops, Kwik Shops, 7-Eleven Stores)	29	<u>10.0%</u>	
TOTAL	69	100.0%	
na - not available			

WICHITA

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		53.0%	
Dillon's	11	36.0	(Own) Hutchinson, Kansas
Safeway	12	17.0	(Own) Kansas City, Mo.
VOLUNTARY &/OR COOPERATIVE GROUPS:		20.0%	
IGA	24	19.0	(Own) Wichita, Kansas
AG	na	1.0	(Own) Wichita, Kansas
LEADING INDEPENDENTS:		27.0%	
McConnell Commissary	na	2.0	na
Bleier's	nr	3.0	(Own) Fleming, Wichita, Kan.
David's	na	3.0	na
Best Yet	na	3.0	na
Grocery Supply	nr	2.0	na
Econo-Foods	na	1.0	na
Others	na	13.0	na
TOTAL	47+	100.0%	

nr - not recorded
na - not available

KENTUCKY

ASHLAND

Market Area Covered: ABC City & Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Kroger	2	na	(Own) Charleston, W. Va.
Mussetter's	4	na	Super Valu Stores, Xenia, Ohio
Key Markets	3	na	The Creasey Co. of Huntington, Kenova, W. Va.
Foodland	6	na	Service Whlsl. Groc. Co., Culloden, W. Va.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA	3	na	W.T. Sistrunk & Co., Lex- ington, Ky.
LEADING INDEPENDENTS:			
Best Way	1	na	Malone & Hyde, Nicholas- ville, Ky.
Cardinal Foods	5	na	Assoc. Grocers, Huntington, W. Va.
Border's Market	1	na	na
Miller's Market	1	na	The Land Corp., Russell, Ky.
Super Quik	1	na	na
Save Marts (C)	4	na	(Own) Russell, Ky.
J&J Markets (C)	1	na	na
Wennings Market (C)	1	na	na
Gateway	3	na	The Creasey Co. of Hunting- ton, Kenova, W.Va.
Pic-Pac	1	na	Malone & Hyde, Nicholas- ville, Ky.
OTHER GROCERY STORES	32	na	
TOTAL	69		

(C) Convenience Stores
na - not available

LEXINGTON

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		<u>55.8%</u>	
Kroger	12	30.1	(Own) Louisville, Ky.
Pic-Pac	5	10.0	Malone & Hyde, Lexington, Ky.
Winn-Dixie	6	9.7	(Own) Louisville, Ky.
Convenience Food Markets	26	6.0	Louisville, Ky.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
		<u>5.0%</u>	
Kentucky Food Stores	14	5.0	W. T. Sistrunk & Co., Lexington, Ky.
LEADING INDEPENDENTS:			
		<u>27.8%</u>	
Foodtown (incl. MRS Foodtown)	9	13.2	Lexington, Ky.
Randalls (incl. County Mkt.)	6	11.1	Super Valu, Xenia, Ohio
Buy-Low	1	3.5	W. T. Sistrunk & Co., Lexington, Ky.
OTHER GROCERY STORES			
	144	<u>11.4%</u>	
Bestway Stores	2	11.4	Malone & Hyde, Lexington, Ky.
IGA	5		W. T. Sistrunk & Co., Lex- ington, Ky.
Minit Marts	4	na	(Own) Bowling Green, Ky.
P.D.Q. Markets	3		na
Warehouse Food	1		na
TOTAL	238	100.0%	

na - not available

OWENSBORO

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>19.0%</u>	
Kroger	3	<u>13.0</u>	(Own) Louisville, Ky.
Winn-Dixie	1	6.0	(Own) Louisville, Ky.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>10.0%</u>	
IGA	3	<u>10.0</u>	Wetterau Foods, Inc., Greenville, Ky.
LEADING INDEPENDENTS:		<u>65.0%</u>	
Wetzel's	4	<u>26.0</u>	Fed. Whsl., El Dorado, Ill.
Wyndalls	5	20.0	Malone & Hyde, Nashville, Tenn.
Key Market	4	10.0	Creasey Co., Evansville, Ind.
The Pantry (C)	8	4.0	J.T. Davenport & Son, Sanford, N.C.
Stop N Go Goods (C)	6	2.0	Sealts Co., Inc., Lima, Ohio
Convenient Stores (C)	4	2.0	Louisville, Ky.
Kwik-Pik Markets	3	1.0	Madisonville, Ky.
OTHER GROCERY STORES	na	<u>6.0%</u>	
TOTAL	41+	100.0%	

na - not available
(C) Convenience Stores

LOUISIANA

BATON ROUGE

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS		49.0%	
Winn-Dixie	15	16.0	(Own) New Orleans, La.
National	10	12.0	(Own) Harahan, La.
A&P	11	11.0	(Own) New Orleans, La.
Kroger	4	7.0	(Own) Houston, Texas
Albertson's	1	3.0	Orlando, Fla.
VOLUNTARY &/OR COOPERATIVE GROUPS:		16.0%	
Associated Grocers	24	13.0	(Own) Baton Rouge, La.
Affiliated Foods	5	3.0	Broussard, La.
LEADING CONVENIENCE STORE CHAINS:		3.0%	
7-Eleven	38	2.0	Baton Rouge, La.
Cracker Barrel Stores	16	1.0	Baton Rouge, La.
OTHER GROCERY STORES	na	32.0%	
TOTAL	124+	100.0%	

SHREVEPORT

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		64.0%	
Brookshire Bros.	10	19.0	(Own) Tyler, Texas
Kroger	4	9.0	(Own) Dallas, Texas
Albertson's-Southco	2	8.0	(Own) Houston, Texas
Best-Yet	4	8.0	(Own) Oklahoma City, Okla.
7-Eleven (C)	45	8.0	Shreveport, La.
Weingarten's	4	7.0	Shreveport, La.
Safeway	2	5.0	(Own) Dallas, Texas
VOLUNTARY &/OR COOPERATIVE GROUPS:		6.0%	
Piggly Wiggly	7	6.0	(Own) Shreveport, La.
LEADING INDEPENDENTS:	40	7.0%	
OTHER GROCERY STORES	149	23.0%	
TOTAL	267	100.0%	

na - not available
(C) Convenience Stores

MAINE

BANGOR

Market Area Covered: ABC City & Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>14.0%</u>	
Sampson's Markets	5	<u>13.0</u>	Hannaford Bros., South Portland, Me.
First National Stores		1.0	(Own)
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>75.0%</u>	
Shop N' Save Stores	10	<u>36.0</u>	Hannaford Bros., S. Portland, Me.
IGA Stores	36	23.0	Milliken-Tomlinson Co., S. Portland, Me.
Associated Grocers	201	16.0	(Own) South Gardiner, Me.
LEADING INDEPENDENTS:		<u>7.0%</u>	
Giguere's Super Discount	2	<u>7.0</u>	Various Suppliers
OTHER GROCERY STORES	433	<u>4.0%</u>	
TOTAL	687	100.0%	

PORTLAND

Market Area Covered: Cumberland County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
George C. Shaw Co.	8	<u>43.0%</u> 35.0	(Own) Brockton, Mass.
Purity-Supreme Markets	1	7.0	Purity-Supreme, Billerica, Mass.
Sampson's	1	1.0	Hannaford Bros., Portland, Me.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Hannaford Bros.	11	<u>27.5%</u> 21.0	(Own) Portland, Me.
IGA Stores	5	5.0	(Own) Milliken-Tomlinson Co., (subsidiary of Wetterau, Inc.) Portland, Me.
Hi-Lo/Giguere's	2	1.5	na
LEADING INDEPENDENTS:			
Martin's	6	<u>23.5%</u> 17.0	Hannaford Bros., Portland, Me.
Cottle's	1	4.0	Hannaford Bros., Portland, Me.
Cummings Bros.	18	2.5	Hannaford Bros., Portland, Me.
OTHER GROCERY STORES	na	<u>6.0%</u>	
TOTAL	53+	100.0%	

na - not available

MARYLAND

HAGERSTOWN

Market Area Covered: ABC City & Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Martin's Food Markets	3	na	Giant Food, Carlisle, Pa.
Grand Union	3	na	(Own) Landover, Md.
A & P	2	na	(Own) Baltimore, Md.
Safeway	2	na	(Own) Landover, Md.
Weis	2	na	(Own) Sunbury, Pa.
7-Eleven (C)	4	na	M. Loeb Corp., Landover, Md.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Key Markets	4	na	Creasey Co., Hagerstown, Md.
LEADING INDEPENDENTS:			
Sunnyway Food Stores	1	na	Various
Rocky Ridge Farm Market	1	na	Creasey Co., Hagerstown, Md.
Towne & Country Foodland	1	na	Fox Groc. Co., Belle Vernon, Pa.
Ken's Market	1	na	Creasey Co., Hagerstown, Md.
TOTAL	24		

SALISBURY

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Shore Stop (C)	12	na	Salisbury, Md.
A&P	2	na	(Own) Baltimore, Md.
Acme	1	na	(Own) Philadelphia, Pa.
Safeway	2	na	(Own) Landover, Md.
Warehouse Food Market	1	na	B. Green & Co., Baltimore, Md.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA	2	na	B. Green & Co., Baltimore, Md.
TOTAL	20		

(C) Convenience Stores
na - not available

MASSACHUSETTS

BROCKTON

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Stop & Shop	1	na	(Own) Boston, Mass.
Angelo's/Curtis	26	na	(Own) Rockland, Mass.
Shaws	4	na	(Own) East Bridgewater, Mass.
Fernandes	2	na	New England Grocer Supply, Northborough, Mass.
Purity Supreme	3	na	(Own) North Billerica, Mass.
Christy's	10	na	Roger Williams Co., Cumber- land, R.I.
Valve Land	2	na	na
LEADING INDEPENDENTS:			
Roxies	1	na	na
Trucchis	2	na	na
Cumberland Farms (C)	22	na	(Own) Canton, Mass.
TOTAL	73		

LOWELL

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
DeMoulas-Market Basket	8	na	(Own) Tweksbury, Mass.
Purity-Supreme-Heartland	4	na	(Own) Chelmsford, Mass.
Allegro Star	1	na	(Own) Boston, Mass.
Alexanders	3	na	Buy-Rite, Manchester, N.H.
Lowell Food Warehouse	1	na	(Own) Fitchburg, Mass.
LEADING INDEPENDENTS:			
Sintros Foodliner	1	na	na
Lowell Provision Co.	1	na	na
Shurfine Market	1	na	Assoc. Grocers
Flynn's Market	1	na	na
Ayotte's	1	na	na
Lil Peach (C)	4	na	na
TOTAL	26		

(C) Convenience Stores
na - not available

LYNN

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Stop & Shop	5	na	(Own) Boston, Mass.
Star Markets	4	na	(Own) Cambridge, Mass.
Purity Supreme	3	na	(Own) North Billerica, Mass.
De Moulas Super Market		na	Danvers
LEADING INDEPENDENTS:			
Cumberland Farms (C)	6	na	(Own) Canton, Mass.
Convenient Food Marts	3	na	Lynn, Peabody, Saugus
Gloria Food Stores	3	na	Lynn, Peabody
Richdale Stores (C)	20	na	West-Lynn Creamery, Lynn, Mass.
Borardi's Super Market	1	na	Lynn
Cerretani's Super Markets	1	na	Revere
Mayflower Markets	1	na	West Lynn Creamery, Lynn, Mass.
Frank T. Howard Corp.	1	na	Lynn
White Hen Pantry (C)	1	na	Lynn, Marblehead, Swampscott
Ernie's Market	1	na	Lynn
Franklin Super Market	1	na	Lynn
Coglianos Super Markets	1	na	Saugus
OTHER GROCERY STORES	na		
TOTAL	53+		

NEW BEDFORD

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Almacs	10	<u>52.5%</u> 14.0	(Own) E. Providence, R.I.
Fernandes Super Markets	9	11.0	New England Groc. Supply, Northborough, Mass.
Stop & Shop	7	11.0	(Own) Boston, Mass.
Morse's Food Marts	7	8.0	(Own) Canton, Mass.
Shaw's Supermarkets	4	4.0	(Own) E. Bridgewater, Mass.
R.F. Owens	2	3.0	Raynham, Mass.
Star Market	1	1.0	(Own) Cambridge, Mass.
Angelo's	4	0.5	(Own) Rockland, Mass.
LEADING INDEPENDENTS:			
Cumberland Farms	47	<u>4.0%</u> 4.0	(Own) Canton, Mass.
OTHER GROCERY STORES	na	<u>43.5%</u>	
TOTAL	91+	100.0%	

(C) Convenience Stores
na - not available

PITTSFIELD

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		67.4%	
Adams Supermarkets	7	30.0	na
Price Chopper	6	26.0	(Own) Schenectady, N.Y.
A&P	1	4.1	Super Food Services, Syracuse, N.Y.
Stop & Shop	1	3.4	(Own) Boston, Mass.
First National Supermarkets	1	2.6	(Own) E. Hartford, Conn.
Cumberland Farms (C)	7	1.3	(Own) Canton, Mass.
LEADING INDEPENDENTS:			
Quality Food Markets	4	*	na
Harry's Supermarket	1	*	na
Loeb's (in Lenox)	1	*	na
Simon's Market Basket	1	*	na
A-Mart	1	*	na
OTHER GROCERY STORES	na	32.6%	
TOTAL	31+	100.0%	

(C) Convenience Stores

na - not available

* Included in "Other Grocery Stores"

SPRINGFIELD

Market Area Covered: Four Counties of Western Mass.	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		59.1%	
Big Y	17	16.9	Springfield Sugar, Suffield, Conn.
Stop & Shop	9	11.5	(Own) Boston, Mass.
Food Mart	9	8.4	Springfield Sugar, Suffield, Conn.
Adams Supermarkets	8	7.8	na
Price Chopper	8	6.0	(Own) Schenectady, N.Y.
A&P	8	4.3	(Own) Springfield, Mass.
First National	3	2.6	(Own) E. Hartford, Conn.
Grand Union	2	1.6	(Own) Waterford, N.Y.
Food Basket	7	na	Cross Co.
Bi-Lo	2	na	Springfield Sugar, Suffield, Conn.
Edwards	2	na	(Own) E. Hartford, Conn.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Super Valu	4	*	na
LEADING INDEPENDENTS:			
Mini Food Baskets (C)	8	*	na
Open Pantry (C)	9	*	na
7-Eleven (C)	8	*	na
OTHER GROCERY STORES	na	40.9%	
TOTAL	104+	100.0%	

* Included in "Other Grocery Stores"
(C) Convenience Stores
na - not available

WORCESTER

Market Area Covered: Worcester County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>71.2%</u>	
Iandoli	15	<u>15.7</u>	(Own) Worcester, Mass.
Big Discount	8	15.1	C&S Whsl. Groc., Brattleboro, Vt.
Victory Markets	8	9.4	Sweet Life Foods, Northboro, Mass.
Cumberland Farms (C)	52	6.7	(Own) Westboro, Mass.
DeMoulas	3	6.7	(Own) Chelmsford, Mass.
Stop & Shop	4	5.5	(Own) Boston, Mass.
Honey Farms (Iandoli) (C)	36	4.7	(Own) Worcester, Mass.
Price-Rite	4	3.5	N.E. Groc. Supply, Northboro, Mass.
Goretti's	4	3.0	Sweet Life Foods, Northboro, Mass.
Almac's	1	0.9	(Own) Providence, R.I.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Sweet Life Foods			Northboro, Mass
Roger Williams Foods Co.			Cumberland, R.I.
LEADING INDEPENDENTS:		<u>6.0%</u>	
Julio's	3	<u>2.4</u>	Sweet Life Foods, Northboro, Mass.
Fortin's	1	1.5	Sweet Life Foods, Northboro, Mass.
Whitman's	2	1.2	C&S Whsl. Groc., Worcester, Mass.
Hodes	1	0.9	Sweet Life Foods, Northboro, Mass.
OTHER GROCERY STORES	245	<u>22.8%</u>	
TOTAL	387	100.0%	

(C) Convenience Stores

MICHIGAN

BATTLE CREEK

Market Area Covered: ABC City & Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>69.3%</u>	
Cut Rate	4	<u>40.2</u>	Scot Lad, Lansing, Ill.
Felpausch	4	*	(Own) Flint, Mich.
Meijer	1	29.1	(Own) Grand Rapids, Mich.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>3.6%</u>	
Spartan Stores	5	<u>3.6</u>	Grand Rapids, Mich.
OTHER GROCERY STORES	na	1.8%	
TOTAL	14+	*	

BAY CITY

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>44.0%</u>	
Giant Super Markets	5	<u>27.0</u>	Bay City Milling & Grocer Co., Bay City, Mich.
Kroger	2	11.0	(Own) Livonia, Mich.
A&P	1	6.0	(Own) Detroit, Mich.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>4.0%</u>	
Bay City Milling & Groc. Co. (Food Express Stores)	6	<u>4.0</u>	Bay City Milling & Grocer Co., Bay City, Mich.
OTHER GROCERY STORES	na	<u>52.0%</u>	
TOTAL	14+	100.0%	

na - not available

*Felpausch has taken over two Hamady Stores in the area. Hamady closed stores 12/31/81. Survey did not include Felpausch with four stores. Total will not add to 100%.

BENTON HARBOR

Market Area Covered: ABC-Primary Market Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>8.5%</u>	
Meijer	1	4.5	(Own) Grand Rapids, Mich.
Jewel	1	4.0	(Own) Chicago, Ill.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>34.3%</u>	
Spartan	22	30.1	(Own) Grand Rapids, Mich.
Certified Grocers	4	4.2	(Own) Chicago, Ill.
LEADING INDEPENDENTS:		<u>12.2%</u>	
Super Valu	4	5.4	FMC-Ft. Wayne, Ind.
Wilts	2	3.0	FMC-Ft. Wayne, Ind.
Buy Low	1	2.0	Scot Lad, Lansing, Ill.
IGA	3	1.3	Super Food, Vassar, Mich.
Thriftway	1	0.5	Viking, Muskegon, Mich.
OTHER GROCERY STORES	na	<u>45.0%</u>	
TOTAL	39+	100.0%	

FLINT

Market Area Covered: Genesee County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>27.1%</u>	
Hamady	19	21.6	Detroit, Mich.
Meijers	3	5.5	Grand Rapids, Mich.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>13.9%</u>	
Spartan	22	13.9	Grand Rapids, Mich.
LEADING INDEPENDENTS:		<u>5.5%</u>	
IGA	8	5.1	Vassar, Mich.
Giant	2	0.4	Bay City, Mich.
OTHER GROCERY STORES	na	<u>53.5%</u>	
TOTAL	54+	100.0%	

na - not available

GRAND RAPIDS

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>46.7%</u>	
Meijers	10	<u>23.0</u>	(Own) Grand Rapids & Lansing, Mich.
Eberhards	14	19.0	Scot Lad Foods, Chicago, Ill.
Hamady	1	2.0	(Own) Flint, Mich.
Stop-N-Go (C)	23	1.5	Abner Wolf Co., Detroit, Mich.
7-Eleven (C)	12	0.8	na
Majik (C)	6	0.4	Abraham & Sons, Grand Rapids, Mich.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>47.0%</u>	
Spartan	88	<u>45.0</u>	Spartan Stores, Inc., Grand Rapids, Mich.
Viking	8	2.0	Viking Food Stores, Inc. Muskegon, Mich.
OTHER GROCERY STORES	na	<u>6.3%</u>	
TOTAL	162+	100.0%	

JACKSON

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>69.9%</u>	
Kroger's	2	<u>21.2</u>	(Own) Livonia, Mich.
Meijer's Thrifty Acres	1	20.9	(Own) Grand Rapids, Mich.
Polly's	5	20.4	F.M.C. Fort Wayne, Ind.
Jewel/Osco	1	7.4	(Own) Melrose Park, Ill.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>17.4%</u>	
IGA	4	<u>17.4</u>	Super Food Service, Vassar, Mich.
OTHER GROCERY STORES:	na	<u>12.7%</u>	
TOTAL	13+	100.0%	

(C) Convenience Stores
na - not available

LANSING

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Meijer	3	<u>60.3%</u> 31.1	(Own) Grand Rapids, Mich.
Kroger	5	22.2	(Own) Grand Rapids, Mich.
Big E Thrifty Marts	4	6.0	Abner A. Wolf, Detroit, Mich.
A&P	1	1.0	(Own) Detroit, Mich.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Shop-Rite	12	<u>25.2%</u> 23.0	Spartan, Grand Rapids, Mich.
Goff	2	2.2	na
LEADING INDEPENDENTS:			
Schmidt's	5	<u>13.2%</u> 13.2	(Own) Lansing, Mich.
OTHER GROCERY STORES			
	na	<u>1.3%</u>	
TOTAL	32+	100.0%	

MUSKEGON-MUSKEGON HEIGHTS

Market Area Covered: Muskegon County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Spartan	12	<u>91.8%</u> 22.1	Spartan Stores, Grand Rapids, Mich.
Eberhard	4	19.5	Scot lad Foods, Chicago, Ill.
Thrif-T	6	16.3	Viking (Viking Store Corp.) Muskegon, Mich.
Thriftway	11	13.6	Viking (Viking Store Corp.) Muskegon, Mich.
Meijer	1	10.9	(Own) Grand Rapids, Mich.
Hamady	2	9.4	(Own) Flint, Mich.
VOLUNTARY &/OR COOPERATIVE GROUPS			
IGA	2	<u>2.3%</u> 2.3	Carpenter Cook Co., Menominee, Mich.
OTHER GROCERY STORES			
	na	<u>5.9%</u>	
TOTAL	38+	100.0%	

na - not available

OWOSSO

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Min-A-Mart	7	na	Lansing, Mich.
Giant	2	na	Mt. Pleasant, Mich.
Kroger	1	na	(Own) Livonia, Mich.
Eberhard	1	na	(Own) Grand Rapids, Mich.
Sunshine Stores	4	na	Burton, Michigan
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Foodland	3	na	Bay City Milling, Bay City, Mich.
IGA	1	na	Super Food Svce., Lansing, Mich.
LEADING INDEPENDENTS:			
Greenwood	1	na	Assorted Suppliers
Harrands	1	na	
Grand Packing	1	na	
Joe's Store	1	na	
Quick-Serve Market	1	na	
Spaniola's Grocery	1	na	
Little Giant	1	na	
OTHER GROCERY STORES:			
Pantry Shelf	1	na	Assorted Suppliers
Rohac's	1	na	
Maron's	1	na	
TOTAL	28+		

na - not available

PONTIAC

Market Area Covered: North Oakland County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
A&P	10	na	(Own) Detroit, Mich.
Kroger's	9	na	(Own) Livonia, Mich.
Great Scott Super Markets	2	na	Abner Wolf, Detroit, Mich.
Farmer Jack	8	na	Borman, Inc., Detroit, Mich.
Chatham	2	na	(Own) Warner, Mich.
LEADING INDEPENDENTS:			
Foodtown	5	na	Food Marketing, Ft. Wayne, Ind.
Atlas - Foodland	1	na	Spartan, Grand Rapids, Mich.
Felice Quality Market	1	na	Central Grocery, Flint, Mich.
LaRose	1	na	Spartan, Grand Rapids, Mich.
Bazely's Food Market	2	na	(Own) Williamston, Mich.
OTHER GROCERY STORES:			
Breen's IGA	2	na	IGA, Flint, Mich.
Sefas Supermarket	1	na	Central Grocery, Flint, Mich.
Tenuta's Supermarket	1	na	na
L&S Family Center	1	na	na
TOTAL	46		

PORT HURON

Market Area Covered: St. Clair County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Kroger	3	<u>53.6%</u> 20.7	(Own) Livonia, Mich.
A&P	3	11.6	(Own) Detroit, Mich.
Farmer Jack	1	9.6	Borman's, Inc., Detroit, Mich.
Great Scott	1	6.1	Abner A. Wolf, Detroit, Mich.
Spartan	4	5.6	(Own) Grand Rapids, Mich.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA	8	<u>16.4%</u> 15.8	Super Food Service, Vassar, Mich.
Associated Grocers	3	0.6	
OTHER GROCERY STORES			
	na	<u>30.0%</u>	
TOTAL	23+	100.0%	

na - not available

SAGINAW

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>63.0%</u>	
Vescio's	6	<u>27.0</u>	Super Foods, Saginaw, Mich. Bay City Milling, Bay City, Mich.
Ray's Food Fair	6	16.0	(Own) Detroit, Mich.
A&P	2	11.0	(Own) Saginaw, Mich.
Kessels	2	9.0	(Own) Detroit, Mich.
Meijer	2	na	
OTHER GROCERY STORES	86	<u>37.0%</u>	
TOTAL	104	100.0%	

MINNESOTA

DULUTH

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>91.2%</u>	
Super Valu	14	<u>26.9</u>	(Own) Hopkins, Minn.
National	15	26.2	(Own) Hopkins, Minn.
Twin Ports Grocery			
Coop	29		(Own) Superior, Wis.
Big Dollar	18		Superior, Wis.
Fairlane	17	24.8	Superior, Wis.
Piggly Wiggly	14		Superior, Wis.
Other	23		Superior, Wis.
Red Owl	9	10.5	Superior, Wis.
City Market	1	2.8	May Bros., St. Paul, Minn.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>8.8%</u>	
Gateway Foods	32	8.8	Duluth, Minn.
IGA	16		Duluth, Minn.
Pacific Gamble Robinson			Duluth, Minn.
Gateway Foods			Duluth, Minn.
Red Owl			Hopkins, Minn.
TOTAL	188	100.0%	

na - not available

MISSISSIPPI

JACKSON

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		82.1%	
Sunflower	10	18.5	(Own) Lewis Grocer, Indianola, Miss.
Kroger	5	17.8	(Own) Memphis, Tenn.
Food Center	3	16.4	McCarty-Holman, Jackson, Miss.
Jitney Jungle	12	16.0	(Own) McCarty-Holman, Jackson, Miss.
A&P	4	7.4	(Own) New Orleans, La.
Winn-Dixie	4	6.0	(Own) New Orleans, La.
LEADING INDEPENDENTS		4.6%	
Star	3	2.4	Lewis Groc., Indianola, Miss.
Red & White/Fairway	4	2.2	Malone & Hyde, Memphis, Tenn.
New Deal	2	na	na
OTHER GROCERY STORES	195	13.3%	
TOTAL	242	100.0%	

MISSOURI

COLUMBIA

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Gerbes Market	2	<u>36.0%</u> 12.0	Assoc. Grocers, Kansas City, Mo.
Safeway	2	9.0	Assoc. Grocers, Kansas City, Mo.
Schnucks	1	8.0	(Own) Bridgeton, Mo.
Kroger	1	7.0	St. Louis, Mo.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA	2	<u>20.0%</u> 10.0	Wetterau Foods, Mexico, Mo.
Capitol Foods (IGA)	2	5.0	Wetterau Foods, Mexico, Mo.
Affiliated Foods	2	5.0	Elwood, Kansas
LEADING INDEPENDENTS:			
Baumgartner's Market	1	<u>44.0%</u> 20.0	na
Cronan's Market	1		IGA, Mexico, Mo.
Da-Nite Grocery	1		na
Greg's Market	1		Skyrack Hirst, Jefferson City, Mo.
Showcase Mart	1	24.0	General Grocers, Washington, Mo.
Nowells United Super	2		Fleming Co., No. Kansas City, Mo.
Wyatts U.S. Mart	1		Fleming Co., No. Kansas City, Mo.
TOTAL	20	100.0%	

na - not available

ST JOSEPH

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Green Hills	6	<u>50.0%</u> 22.0	The Fleming Co., St. Joseph & Kansas City, Mo.
Food For Less	1	19.0	Kansas City, Mo.
Safeway	2	4.0	(Own) Kansas City, Mo.
Save-Mart	1	4.0	(Own) Kansas City, Mo.
Misc. Convenience Stores*	9	1.0	Kansas City, Mo.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Affiliated Foods	39	<u>50.0%</u> 43.0	(Own) St. Joseph, Mo.
Drive In Stores, AF Supers, Thomas Markets, Thrif-Tee Markets			
Grocery Supply Co.	1	5.0	Omaha, Nebraska
Aldi, Inc.	1	2.0	Burlington, Iowa
TOTAL	60	100.0%	

SPRINGFIELD

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Consumer's Markets	11	<u>63.1%</u> 28.2	Direct & Consumers Ware- house, Springfield, Mo.
Ramey Supermarkets	8	13.3	Associated Wholesale Grocers, Springfield, Mo.
Dillions	3	12.6	(Own) Hutchinson, Kansas
Smitty's	2	9.0	Associated Wholesale Grocers, Springfield, Mo.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
AG	3	<u>22.5%</u> 18.0	Associated Wholesale Grocers, Springfield, Mo.
So-Lo	6	4.5	Associated Wholesale Grocers, Springfield, Mo.
LEADING INDEPENDENTS:			
Git-N-Go Markets	19	<u>6.8%</u> 3.0	Hale-Halsell, Tulsa, Okla.
Quick Shop Markets	9	1.5	Ozark Grocers, Springfield, Mo.
Jiffy Markets & 7-Eleven	9	1.3	Ozark Grocers, Springfield, Mo.
Pic-N-Pay	4	1.0	Ozark Grocers, Springfield, Mo.
OTHER GROCERY STORES	25	<u>7.6%</u>	
TOTAL	96	100.0%	

na - not available

*Convenience Stores include 7-Eleven & Convenience Food Mart

MONTANA

BILLINGS

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>58.0%</u>	
Buttrey's	5	<u>31.0</u>	(Own) Great Falls, Mont.
Albertson's	2	15.0	Roundup, Spokane, Wash.
Safeway	3	12.0	(Own) Butte, Mont.
VOLUNTARY &/OR COOPERATIVE GROUPS		<u>29.0%</u>	
IGA	8	<u>29.0</u>	Ryan's Inc., Billings, Mont.
LEADING INDEPENDENTS:		<u>10.0%</u>	
Kon's Sooper	4	<u>10.0</u>	Associated Food, Billings, Mont.
OTHER GROCERY STORES	29	<u>3.0%</u>	
TOTAL	51	100.0%	

GREAT FALLS

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Buttrey Foods (Div. of Jewel)	4	<u>54.0%</u> 35.0	Buttrey Warehouse, Gt. Falls, Mont.
Albertson's	1	10.0	(Own) Boise, Idaho
Safeway	2	9.0	Safeway Warehouse, Butte, Mont.
LEADING CONVENIENCE STORE CHAINS:			
Kwik Pik	1	<u>7.0%</u> 3.0	Ryan Merc., Gt. Falls, Mont.
Circle K Stores	5	2.0	Assoc. Grocers, Helena, Mont.
7-Eleven	5	2.0	American Strevell, Missoula
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Super Save IGA	3	<u>20.0%</u> 20.0	Ryan Merc., Gt. Falls, Mont.
LEADING INDEPENDENTS:			
Commissary	1	<u>18.0%</u> 8.0	Ryan Merc., Gt. Falls, Mont.
Western Warehouse	1	4.0	Ryan Merc., Gt. Falls, Mont.
Noble's Foodland	1	4.0	Ryan Merc., Gt. Falls, Mont.
PX	1	2.0	Ryan Merc., Gt. Falls, Mont.
OTHER GROCERY STORES	na	1.0%	
TOTAL	25+	100.0%	

na - not available

HELENA

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>84.7%</u>	
Buttreys	1	<u>35.4</u>	(Own) Great Falls, Mont.
Super Save Market	2	22.2	Associated Foods, Helena, Mont.
Safeway	1	14.5	(Own) Butte, Mont.
Albertson's	1	12.6	Roundup, Spokane, Wash.
LEADING INDEPENDENTS:		<u>5.4%</u>	
IGA Stores	1	<u>4.4</u>	Ryan's, Billings, Mont.
Western Warehouse	1	1.0	Ryan's, Billings, Mont.
OTHER GROCERY STORES	19	<u>9.9%</u>	
TOTAL	26	100.0%	

NEBRASKA

HASTINGS

Market Area Covered: ABC City & Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>76.0%</u>	
Safeway	1	<u>36.0</u>	(Own) Omaha, Neb.
Jack & Jill	3	31.0	Nash Finch Co., Grand Island, Neb.
Hinky Dinky	1	7.0	(Own) Omaha, Neb.
Gibson's	1	2.0	na
LEADING INDEPENDENTS:		<u>24.0%</u>	
Allen's	1	<u>16.0</u>	na
Econo Foods	1	8.0	Assoc. Wholesale Groc., Kansas City, Kansas
TOTAL	8	100.0%	

na - not available

LINCOLN

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		39.0%	
Hinky Dinky Stores	5	22.0	(Own) Omaha, Neb.
Safeway	7	17.0	(Own) Omaha, Neb.
VOLUNTARY &/OR COOPERATIVE GROUPS:		41.0%	
IGA (Fleming Co.)	8	19.0	(Own) Lincoln, Neb.
Jack & Jill (Nash-Finch)	10	15.0	(Own) Lincoln, Neb.
United A-G Stores (Assoc. Independent)	5	7.0	(Own) Omaha, Neb.
OTHER GROCERY STORES	12	20.0%	
TOTAL	47	100.0%	

NORFOLK

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Hinky Dinky	1	na	(Own) Omaha, Neb.
Warehouse Market	1	na	Nash Finch, Minneapolis, Minn.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Lynn & Al's GW Foods	1	na	Affiliated Foods Co-opera- tive Inc., Norfolk, Neb.
Lou's Thrifty Way	1	na	Affiliated Foods Co-opera- tive Inc., Norfolk, Neb.
Lynn & Al's Downtown GW Foods	1	na	Affiliated Foods Co-opera- tive Inc., Norfolk, Neb.
Norfolk IGA	1	na	Fleming Foods of Neb., Lincoln, Neb.
Pic 'n Save	1	na	Affiliated Foods Co-opera- tive Inc., Norfolk, Neb.
LEADING INDEPENDENTS:			
Jack's Market	1	na	Affiliated Foods Co-opera- tive Inc., Norfolk, Neb.
TOTAL	8		

na - not available

OMAHA, NEB.-IOWA

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		75.0%	
Baker's	10	32.5	United AG Stores, Omaha, Neb.
Hinky Dinky**	15	21.2	(Own) Omaha, Neb.
Safeway**	16	11.2	(Own) Omaha, Neb.
Food City	2	5.2	United AG Stores, Omaha, Neb.
Hy-Vee	2	4.9	(Own) Chariton, Iowa
Albertson's**	1	na	Super Valu, Des Moines, Iowa
Kwik Shops (C)	33	na	Gorden Foods, Des Moines, Iowa
Convenient Food Marts (C)	15	na	United AG Stores, Omaha, Neb.
7-Eleven (C)	20	na	McLane Western, Denver, Colo.
Town & Country Markets (C)	6	na	McLane Western, Denver, Colo.
Casey's General Store (C)	4	na	United AG Stores, Ankeny, Iowa
Eight-Eleven (C)	3	na	United AG Stores, Omaha, Neb.
VOLUNTARY &/OR COOPERATIVE GROUPS		6.2%	
Shaver's**	7	2.0	United AG Stores, Omaha, Neb.
Super Valu	3	1.9	(Own) Des Moines, Iowa
Spartan Stores	13	1.4	United AG Stores, Omaha, Neb.
Bi-Rite	4	0.4	United AG Stores, Omaha, Neb.
IGA	2	0.4	Fleming Co., Lincoln, Neb.
Jack & Jill	1	0.1	Nash Finch, Grand Island, Neb.
Lucky-7	2	na	United AG Stores, Omaha, Neb.
LEADING INDEPENDENTS:		9.2%	
A.F. Base Commissary	1	6.6	United AG Stores, Omaha, Neb.
Louis Market	1	0.8	
Philips	1	0.5	
Veys Foodland	1	0.5	
Frederick Bros.	1	0.4	
Harold's	1	0.4	
WAREHOUSE/BOX STORES:		6.5%	
No Frills Market**	1	3.1	United AG Stores, Omaha, Neb.
Grocery Supply Co.	1	1.4	Hinky Dinky, Omaha, Neb.
Warehouse Market	1	1.0	Nash Finch, Minneapolis, Minn.
Bag 'N' Save**	1	0.7	United AC Stores, Omaha, Neb.
Food Barn**	1	0.3	Safeway, Inc., Kansas City, Missouri
World of Food	1	na	United AG Stores, Omaha, Neb.
OTHER GROCERY STORES	72	3.1%	
TOTAL	243	100.0%	

Source: Consumer Preference Study, © 1981 by the Omaha World-Herald.

(C) Convenience Stores

na - not available

*Market share percentages from question, "Where does household buy most groceries?"

**This consumer survey was taken from January to December 1981, since then Safeway closed its Omaha operation in March 1982. Five of their stores were bought by the following: 2 by Shaver's, 1 each by Bag 'N' Save, No Frills and the Spartan Co-op group. (The market percentages reflect the shares before the stores were bought by the individual stores from Safeway, Inc.) Other store changes are as follows: Albertson's has added 2 stores: 1 in February, 1 in July. Hinky Dinky closed 1 in June and No Frills will add another store in October 1982. A store in the Bi-Rite Co-op closed in May 1982.

SCOTTSBLUFF

Market Area Covered: Corporate City Limits	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>38.0%</u>	
Safeway	2	<u>20.0</u>	(Own) Denver, Colo.
Jack & Jill	2	18.0	Nash Finch, Rapid City, S.D.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>34.0%</u>	
Panhandle Coop	1	<u>34.0</u>	A.G., Colorado
LEADING INDEPENDENTS:		<u>28.0%</u>	
Alexander's Market	1	<u>11.0</u>	AG, Gering, Neb.
Town & Country Market	1	10.0	AG, Gering, Neb.
Henry's Market	1	7.0	AG, Gering, Neb.
TOTAL	8	100.0%	

NEVADA

LAS VEGAS

Market Area Covered: ABC City & Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		78.7%	
Food King	16	20.4	Certified Grocers, L.A., Cal.
Safeway	14	18.3	Nat'l. Groc. & Santa Fe Springs, Cal.
Lucky	8	11.6	A.M. Lewis, Las Vegas, Nev.
Albertson's	8	8.9	Certified Grocers, L.A. Cal.
Von's Grocery	7	6.9	(Own) El Monte, Cal.
Thriftmart	4	5.7	Certified Grocers, L.A. Cal.
7-Eleven (C)	89	3.1	A.M. Lewis, Las Vegas, Nev.
Mayfair	2	1.4	Certified Grocers, L.A. Cal.
Stop & Go (C)	24	1.1	A.M. Lewis, Las Vegas, Nev.
Circle K (C)	13	0.3	na
LEADING INDEPENDENTS:			
Alfred M. Lewis Co.	2	*	A.M. Lewis, Las Vegas, Nev.
OTHER GROCERY STORES	30	21.3%	
TOTAL	217	100.0%	

(C) Convenience Stores

na - not available

* Included in "Other Grocery Stores"

RENO

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>90.0%</u>	
Warehouse Markets	10	<u>30.0</u>	Bavarian Wholesale Groc. Co., Sparks, Nev.
Raley's	6	21.0	United Grocers, Sacramento, Cal.
Albertson's	4	12.0	(Own) Salt Lake City, Utah
Safeway	3	10.0	(Own) Sacramento, Cal.
Gemco/Lucky	2	9.0	(Own) Lucky Stores Inc., San Leandro, Cal.
Mayfair	2	6.0	Certified Grocers of Cal., Los Angeles, Cal.
7-Eleven (C)	19	2.0	A.M. Lewis, Las Vegas, Nev.
OTHER GROCERY STORES	na	<u>10.0%</u>	
TOTAL	46+	100.0%	

(C) Convenience Stores
na - not available

NEW HAMPSHIRE

NASHUA-MANCHESTER

Market Area Covered:	No. of	% of	
Hillsborough County	Stores	Market's	Principal Supplier
		Grocery	
		Store Sales	
LEADING CHAINS:		63.6%	
Alexander's Markets	4	22.0	(Own) Dracut, Mass.
DeMoulas Markets	2	11.8	(Own) Tewksbury, Mass.
Purity Supreme	2	7.5	(Own) N. Billerica, Mass.
Shaw's Supermarkets	2	6.4	(Own) Portland, Maine
Stars Markets	2	5.3	(Own) Cambridge, Mass.
Cumberland Farms (C)	13	4.5	(Own) Canton, Mass.
Cross Stores	2	1.9	(Own) White River Jct., Vermont
First National Stores	1	1.9	(Own) Hartford, Conn.
Grand Union	1	1.4	(Own) Waterford, N.Y.
A&P	1	0.9	(Own) Boston, Mass.
LEADING INDEPENDENTS:		12.4%	
Ferretti's	2	5.0	(Own) Manchester, N.H.
Soucy's Super Market	1	3.2	(Own) Nashua, N.H.
Bunny's Superette	1	1.4	Associated Grocers, Manchester, N.H.
Thompson's Market	1	1.1	(Own) Hudson, N.H.
Jean's Foodland	1	1.1	Associated Grocers, Manchester, N.H.
BiWise Markets	1	0.6	Associated Grocers, Manchester, N.H.
OTHER GROCERY STORES	na	24.0%	
TOTAL	37+	100.0%	

(C) Convenience Stores
na - not available

PORTSMOUTH

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Shaws	2	na	(Own) E. Bridgewater, Mass.
North Country Star	1	na	(Own) Kittery, Maine
A&P	1	na	na
DeMoulas	2	na	(Own) Tewksbury, Mass.
IGA	1	na	York Village, Maine
Mr. Grocer	1	na	York, Maine
LEADING INDEPENDENTS:			
Pic'N Pay	1	na	Portsmouth, N.H.
OTHER GROCERY STORES:			
Richardson's Super Market	1	na	Portsmouth, N.H.
TOTAL	10		

NEW JERSEY

ATLANTIC CITY

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Acme	16	61.5%	(Own) Philadelphia, Pa.
A&P	9	29.0	(Own) Philadelphia, Pa.
Pathmark	3	11.6	(Own) Philadelphia, Pa.
Thriftway	3	3.9	(Own) King of Prussia, Pa.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Shop Rite	4	73.6%	Wakefern Food, Elizabeth, N.J.
Shop N' Bag	2	48.6	Frankford-Quaker, Phila., Pa.
IGA	1	19.3	na
Foodtown	2	3.6	Twin County Grocers, Phila. Pa.
LEADING INDEPENDENTS:			
Casel's	1	2.1	Margate, N.J.
Clover Meats	2	na	na
Shop N' Save	1	na	na
OTHER GROCERY STORES			
TOTAL	40	na	
	84	*	

na - not available

*Percents add to more than 100.0% because of multiple answers in a shoppers survey.

BRIDGEWATER

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
A&P	13	na	(Own) Edison, N.J.
Shop-Rite	9	na	Wakefern Corp., Elizabeth, N.J.
Foodtown	7	na	Twin County, Edison, N.J.
Acme	6	na	(Own) Philadelphia, Pa.
Grand Union	4	na	(Own) Garfield, N.J.
Pathmark	4	na	(Own) Woodbridge, N.J.
Stop & Shop	2	na	(Own) Boston, Mass.
LEADING INDEPENDENTS:			
Lane Co.	2	na	Easton, Pa.
TOTAL	47	na	

CAMDEN

Market Area Covered: Burlington, Camden & Gloucester Counties	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Acme-Super Saver	29	na	(Own) Philadelphia, Pa.
A&P	3	na	(Own) Philadelphia, Pa.
Pathmark	6	na	(Own) Woodbridge, N.J.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Shop N' Bag	16	na	(Own) Woodbridge, N.J.
Shop-Rite	7	na	Wakefern Foods, Elizabeth, N.J.
Thriftway	12	na	King of Prussia, Pa.
TOTAL	73		

na - not available

JERSEY CITY

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		<u>44.5%</u>	
A&P	9	18.5	(Own) Paterson, N.J.
Pathmark	3	16.0	(Own) Woodbridge, N.J.
Acme	3	7.0	Whippany, N.J.
Plus	1	2.0	(Own) Paterson, N.J.
Grand Union	1	1.0	Paramus, N.J.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
		<u>49.5%</u>	
Shop Rite	16	32.0	Wakefern Food Corp., Elizabeth, N.J.
Foodtown	6	11.0	Twin County Groc., Edison, N.J.
Met Foods	3	3.5	White Rose Food Corp., Farmingdale, N.Y.
Pagano's IGA	2	3.0	na
LEADING INDEPENDENTS:			
		<u>3.0%</u>	
Shelly's	1	3.0	Twin County Groc., Edison, N.J.
Universal	2		na
Moloney's	1		na
Finefare	4		General Trading Co., Carlstadt, N.J.
OTHER GROCERY STORES	500	<u>3.0%</u>	
TOTAL	552	100.0%	

na - not available

LONG BRANCH-ASBURY PARK

Market Area Covered: Monmouth and Ocean Counties	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
A&P	15	na	(Own) Edison, N.J.
Acme	9	na	(Own) Newark, N.J.
Grand Union	5	na	(Own) Elmwood Park, N.J.
Pathmark	5	na	(Own) Edison, N.J.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Shop-Rite	15	na	Wakefern Food Corp., Elizabeth, N.J.
Foodtown	24	na	Twin City Grocers, Edison, N.J.
LEADING CONVENIENCE STORE CHAINS:			
Cumberland Farms	49	na	na
Krauser's	34	na	(Own) Edison, N.J.
7-Eleven	37	na	na
Wawa	9	na	na
Quick Chek	12	na	na
Fresh Farms	1	na	na
TOTAL	215		

NEW BRUNSWICK

Market Area Covered: ABC City & Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
A&P	9	31.0%	(Own) Newark, N.J.
Pathmark	2	12.0	(Own) Woodbridge, N.J.
Acme	4	10.0	(Own) Newark, N.J.
Grand Union	3	5.0	(Own) Carlstadt, N.J.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Shop-Rite	8	45.0%	Wakefern Food Corp., Elizabeth, N.J.
Mayfair	11	25.0	Twin County Grocers, Edison, N.J.
OTHER GROCERY STORES			
	na	24.0%	
TOTAL	37+	100.0%	

na - not available

PASSAIC

Market Area Covered: Passaic, Bergen, Morris & Essex Counties, N.J. Trading Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		48.0%	
Pathmark	18	25.0	(Own) Woodbridge, N.J.
A&P	55	10.0	(Own) Paterson & Edison, N.J.
Grand Union	39	8.0	(Own) Elmwood Park, N.J.
Acme Supermarkets, Inc.	12	5.0	(Own) Whippany, N.J.
VOLUNTARY &/OR COOPERATIVE GROUPS:		45.0%	
ShopRite	51	30.0	(Own) Wakefern Food Corp., Elizabeth, N.J.
Foodtown	48	15.0	Twin County Grocers, Edison, N.J.
LEADING INDEPENDENTS:		2.0%	
Kings	13	1.0	Perloff Bros., Philadelphia, Pa.
Met Supermarkets	3	1.0	White Rose Food Corp., Farmingdale, N.Y.
OTHER GROCERY STORES	na	5.0%	
TOTAL	239+	100.0%	

SOMERVILLE-PLAINFIELD

Market Area Covered: ABC City & Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Acme	11	na	(Own) Kearny, N.J.
Grand Union	6	na	(Own) Carlstadt, N.J.
Pathmark	5	na	(Own) Woodbridge, N.J.
A&P	15	na	(Own) Edison, N.J.
Big-Buy Finast	3	na	Finast, Kearny, N.J.
Stop & Shop	2	na	(Own) North Haven, Conn.
Valley Fair	1	na	(Own) Linden, N.J.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Shop Rite	12	na	Wakefern Food Corp., Elizabeth, N.J.
Foodtown	6	na	Twin County Grocers, Edison, N.J.
Laneco	2	na	na
TOTAL	63		

na - not available

TRENTON

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		30.0%	
Acme	6	14.0	(Own) Philadelphia, Pa.
A&P	8	12.0	(Own) Philadelphia, Pa.
Pathmark	1	4.0	(Own) Woodbridge, N.J.
VOLUNTARY &/OR COOPERATIVE GROUPS:		46.0%	
ShopRite	7	30.0	(Own) Wakefern Food Corp., Elizabeth, N.J.
Thriftway/Pennington	5	10.0	(Own) Thriftway, King of Prussia, Pa.
Shop 'N Bag	4	6.0	(Own) Frankford-Quaker Groc., Philadelphia, Pa.
OTHER GROCERY STORES	50	24.0%	
TOTAL	81	100.0%	

NEW MEXICO

ALBUQUERQUE

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		92.0%	
Safeway	16	20.0	(Own) El Paso, Texas
Bag 'n Save	3	16.0	Assoc. Groc. of Colo., Albuquerque, N.M.
Furr's Food Markets	7	15.0	(Own) Lubbock, Texas
Smith's Food King	16	15.0	Western Grocers, Albuquerque, N.M.
Albertson's-Denver	3	8.0	Western Grocers, Albuquerque, N.M.
Skaggs	2	8.0	Western Grocers, Albuquerque, N.M.
Shur Valu	6	6.0	Assoc. Groc. of Colo., Albuquerque, N.M.
Save 'N Gain	2	4.0	Furr, Lubbock
OTHER GROCERY STORES	na	8.0%	
TOTAL	55+	100.0%	

na - not available

GALLUP

Market Area Covered:	No. of	% of	
N.M.: McKinley County	Stores	Market's	
Ariz.: Apache County		Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		<u>41.0%</u>	
Smith's Foodway	1	18.0	na
Albertson's	1	14.0	na
Piggly Wiggly	1	9.0	na
Safeway	1	na	na
LEADING INDEPENDENTS:		<u>53.0%</u>	
California Markets	2	26.0	Assoc. Groc., N.M.
Shop 'N Save Warehouse Foods	1	14.0	Assoc. Groc., N.M.
Dandee's	1	13.0	Assoc. Groc., N.M.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Associated Grocers			Albuquerque, N.M.
OTHER GROCERY STORES			
(Tanner's, Navajo Shopping Center, Imperial, 7 to 11, Circle K)	na	<u>6.0%</u>	
TOTAL	8+	100.0%	

ROSWELL

Market Area Covered:	No. of	% of	
Standard Metropolitan Area	Stores	Market's	
		Grocery	Principal Supplier
		Store Sales	
LEADING CHAINS:		<u>82.0%</u>	
Safeway	3	31.0	(Own) El Paso, Texas
Furrs	2	26.0	(Own) Lubbock, Texas
Albertson's-Denver	1	14.0	Western Grocers, Albuquerque, N.M.
Gibson's	2	11.0	Waples-West, Lubbock, Texas
OTHER GROCERY STORES	na	<u>18.0%</u>	
TOTAL	8+	100.0%	

na - not available

SANTA FE

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>91.0%</u>	
Safeway	3	30.0	(Own) El Paso, Texas
Furrs	1	22.0	(Own) Lubbock, Texas
Associated Groc.	3	14.0	Assoc. Groc. of Colo., Albuquerque, N.M.
Albertson's	2	13.0	Waples-West, Lubbock, Texas
Smith's Food King	1	12.0	Western Grocers, Albuquerque, N.M.
OTHER GROCERY STORES	na	<u>9.0%</u>	
TOTAL	10+	100.0%	

NEW YORK

BINGHAMTON

Market Area Covered: N.Y.: Broome, Tioga Counties Pa.: Susquehanna County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>94.0%</u>	
Giant	12	35.0	Akel Warehouse, Johnson City, N.Y.
Great American	14	21.0	(Own) Victory, Norwich, N.Y.
Grand Union	11	18.0	(Own) Waterford, N.Y.
Shop-Rite	1	7.0	(Own)
Shusters	6	6.0	na
Norman's	2	4.0	(Own) Binghamton, N.Y.
P&C	1	3.0	(Own) Syracuse, N.Y.
Day & Night Stores (C)	5	*	na
Reliable Markets	1	*	na
7-Eleven Stores (C)	3	*	na
OTHER GROCERY STORES	na	<u>6.0%</u>	
TOTAL	56+	100 %	

na - not available

* Included in "Other Grocery Stores"

(C) Convenience Stores

ELMIRA

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
7-Eleven (C)	8	na	na
Convenient Food Marts (C)	5	na	S.M. Flickinger, Elmira, N.Y.
Great American	2	na	(Own) Norwich, N.Y.
P&C	2	na	(Own) Syracuse, N.Y.
Super Duper	3	na	S.M. Flickinger, Elmira Hgts, N.Y.
Acme	1	na	(Own) Syracuse, N.Y.
Tops	2	na	(Own) Buffalo, N.Y.
Value Way	1	na	na
TOTAL	24		

GLENS FALLS

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Grand Union	6	na	(Own) Waterford, N.Y.
Price Chopper	3	na	(Own) Schenectady, N.Y.
Shop Rite	1	na	(Own) Florida, N.Y.
LEADING INDEPENDENTS:			
Barbers Market	2	na	Bi-Lo, Albany, N.Y.
Donohues Market	1	na	P & C Cross, White River Junction, Vt.
Clay's Market	1	na	P & C Cross, White River Junction, Vt.
OTHER GROCERY STORES			
Convenient Food Markets	5	na	(Own) Syracuse, N.Y.
Cumberland Farms	4	na	(Own) Canton, Mass.
TOTAL	24		

(C) Convenience Stores
na - not available

JAMESTOWN

Market Area Covered: ABC City & Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Quality Markets, Inc.	12	na	(Own) Jamestown, N.Y.
Super Duper	2	na	S.M. Flickinger Co., Jamestown, N.Y.
Bells	2	na	Peter J. Schmitt, Buffalo, N.Y.
Tops Markets	2	na	(Own) Buffalo, N.Y.
LEADING INDEPENDENTS:			
Market Place	3	na	Olean Wholesale, Olean, N.Y.
Quick-E-Mart	1	na	S.M. Flickinger Co., Jamestown, N.Y.
Lake County Dairy Stores	3	na	S.M. Flickinger Co., Jamestown, N.Y.
TOTAL	25		

NIAGARA FALLS

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Tops Markets	5	<u>61.0%</u> 61.0	Niagara Frontier Services, Buffalo, N.Y.
LEADING CONVENIENCE STORE CHAINS:			
B-Kwik	2	<u>20.9%</u> 11.0	Niagara Frontier Services, Buffalo, N.Y.
Wilson Farms	6	8.8	Niagara Frontier Services, Buffalo, N.Y.
7-Eleven	3	1.1	Niagara Frontier Services, Buffalo, N.Y.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Bells	1	<u>17.6%</u> na	Peter J. Schmitt, Buffalo, N.Y.
Super Duper-Pine Plaza	1	17.6	Flickinger Corp., Buffalo, N.Y.
Super Duper-City Market	1	na	Flickinger Corp., Buffalo, N.Y.
LEADING INDEPENDENTS:			
Slipko Bros.	1	<u>0.5%</u> 0.5	Bishop Company, Inc., Buffalo, N.Y.
OTHER GROCERY STORES	14	na	
TOTAL	34	100.0%	

na - not available

ROME

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>59.0%</u>	
Price Chopper	1	<u>15.0</u>	(Own) Schenectady, N.Y.
Victory	2	14.0	(Own) Norwich, N.Y.
Grand Way	1	12.0	Grand Union, Waterford, N.Y.
Chicago	2	11.0	Netti Wholesale, Syracuse, N.Y.
P&C	1	7.0	(Own) Syracuse, N.Y.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>8.0%</u>	
Scheidelman	12	<u>8.0</u>	(Own) Utica, N.Y.
LEADING INDEPENDENTS:		<u>8.0%</u>	
Gillette's	1	<u>4.0</u>	na
Schaller's	1	2.0	na
Joe's Foodland	1	2.0	Scheidelman, Inc., Utica, N.Y.
OTHER GROCERY STORES	45	<u>25.0%</u>	
TOTAL	67	100.0%	

na - not available

SYRACUSE

Market Area Covered: 15 County Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>71.0%</u>	
P&C Food Markets (Incl. 55 P&C, Midstate, Big M Co-ops, etc.)	150	26.0	(Own) State Fair & Van Vleck, Syracuse, N.Y.
Victory Markets (Incl. Great American)	94	15.0	(Own) Norwich, N.Y.
Tops Markets	12	9.0	Niagara Frontier Services, Buffalo, N.Y.
Chicago Markets	22	7.0	S.M. Flickinger, Liverpool, N.Y.
Price Chopper	14	6.0	Golub Corp., Schenectady, N.Y.
Wegmans	6	6.0	(Own) Rochester, N.Y.
Giant Markets	11	2.0	Akel Wholesale Grocery, Johnson City, N.Y.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>15.0%</u>	
IGA	125	8.0	S.M. Flickinger, Liverpool, N.Y.
Super Duper (Elmira, Syracuse)	45	7.0	S.M. Flickinger, Liverpool, N.Y.
OTHER GROCERY STORES	na	<u>14.0%</u>	
(Incl. Green Hills and William Groceries)			
TOTAL	479+	100.0%	

na - not available

UTICA

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Chicago Markets	8	<u>52.0%</u> 24.0	S.M. Flickinger, Syracuse N.Y.
Price Chopper	3	16.0	Golub Corp., Schenectady, N.Y.
Grand Union	2	7.0	(Own) Syracuse, N.Y.
P & C Markets	1	2.0	(Own) Syracuse, N.Y.
Great American	2	2.0	(Own) Norwich, N.Y.
A&P	1	1.0	Super Foods (Cobb), Syracuse, N.Y.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Scheidelman	14	<u>23.0%</u> 23.0	(Own) Utica, N.Y.
LEADING INDEPENDENTS:			
Chanatry	2	<u>7.0%</u> 3.0	Scheidelman, Inc., Utica, N.Y.
Aiello's Market	1	2.0	na
Herkimer Chief	1	2.0	na
OTHER GROCERY STORES	197	<u>18.0%</u>	
TOTAL	232	100.0%	

WATERTOWN

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
P&C	3	<u>105.0%</u> 65.0	(Own) Syracuse, N.Y.
Great American	1	28.0	(Own) Victory Mkts., Norwich, N.Y.
A&P	2	12.0	na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA	1	<u>13.0%</u> 13.0	S.M. Flickinger, Buffalo, N.Y.
OTHER GROCERY STORES			
Kwik Stop	2	<u>1.0%</u> 1.0	na
TOTAL	9	*	

*Adds to more than 100.0% because of multiple answers in a shoppers survey.
na - not available

NORTH CAROLINA

ASHEVILLE

Market Area Covered:	No. of	% of	Principal Supplier
16 County Market	Stores	Market's Grocery Store Sales	
LEADING CHAINS:		72.0%	
Ingles Markets	16	45.0	Asheville, N.C.
Winn-Dixie	5	14.0	(Own) Greenville, S.C.
Bi-Lo	5	11.0	Greenville, S.C.
Fast Fare (C)	4	1.5	na
7-Eleven (C)	2	0.5	Atlanta, Ga.
Fine Fare Grocery Warehouse	1	na	Ingles Markets, Asheville, N.C.
VOLUNTARY &/OR COOPERATIVE GROUPS:		7.0%	
Merchants Distributors	25	3.5	Hickory, N.C.
Thomas & Howard	23	3.0	Asheville, N.C.
Haywood Grocery Co.	2	0.5	Waynesville, N.C.
OTHER GROCERY STORES	98	21.0%	
TOTAL	181	100.0%	

CHARLOTTE

Market Area Covered:	No. of	% of	Principal Supplier
Mecklenberg County	Stores	Market's Grocery Store Sales	
LEADING CHAINS:		87.1%	
Harris-Teeter	17	20.5	(Own) Charlotte, N.C.
Food Town	9	19.5	(Own) Salisbury, N.C.
Winn-Dixie	10	16.6	(Own) Charlotte, N.C.
Kroger	6	10.2	(Own) Charlotte, N.C.
Bi-Lo	6	7.3	(Own) Greenville, S.C.
A&P	7	6.2	(Own) Charlotte, N.C.
Big Star	4	3.4	(Own) Raleigh, N.C.
3-Guys	3	3.4	(Own) Salisbury, N.C.
VOLUNTARY &/OR COOPERATIVE GROUPS:		2.3%	
Red & White	5	1.2	(Own) Charlotte, N.C.
Park 'N' Shop	2	1.1	Assoc. Groc. Mutual of Carolina, Charlotte, N.C.
OTHER GROCERY STORES	na	10.6%	
TOTAL	69+	100.0%	

(C) Convenience Stores
na - not available

DURHAM

Market Area Covered: Durham & Orange Counties	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>96.0%</u>	
Winn-Dixie	8	28.0	(Own) Raleigh, N.C.
Big Star	6	19.0	(Own) Raleigh, N.C.
Kroger	4	19.0	(Own) Salem, Va.
A&P	5	11.0	(Own) Charlotte, N.C.
Food Town	2	9.0	(Own) Salisbury, N.C.
Byrd's Food Center	4	7.0	Burlington, N.C.
Harris-Teeter	1	2.0	(Own) Charlotte, N.C.
7-Eleven (C)	12	na	Raleigh, N.C.
Fast Fare (C)	8	na	Henderson, N.C.
Ken's Quickie Mart (C)	7	na	Durham, N.C.
Li'l General (C)	5	na	na
Lit'l Rebel (C)	3	na	na
Piggly Wiggly	2	1.0	(Own) Kinston, N.C.
LEADING INDEPENDENTS:		<u>1.0%</u>	
King's Red & White	1		Thos. & Howard, Durham, N.C.
Fowler's of Durham	1	na	Durham, N.C.
Fowler's Food Store	1	na	Chapel Hill, N.C.
OTHER GROCERY STORES	120	<u>3.0%</u>	
TOTAL	190	100.0%	

FAYETTEVILLE

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>80.2%</u>	
Winn-Dixie	6	20.4	(Own) Raleigh, N.C.
Food Town	4	18.3	(Own) Salisbury, N.C.
Big Star	4	13.3	(Own) Raleigh, N.C.
A&P	2	12.0	(Own) Raleigh, N.C.
Harris-Teeter	2	8.0	(Own) Charlotte, N.C.
Kroger Sav-On	2	5.2	(Own) Charlotte, N.C.
Food World	2	3.0	(Own) High Point, N.C.
OTHER GROCERY STORES		<u>19.8%</u>	
Including:			
7-11 Stores (C)	27	11.5	Various
Short Stop & Quick Stop Stores	26		
V-Point Supermarket	2		
Economy Food Center	1		
Knowles	1	8.3	
Other	126		
TOTAL	205	100.0%	

na - not available

(C) Convenience Stores

GREENSBORO

Market Area Covered: Guilford County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Food Town	8	na	Save-Rite, Inc., Salisbury, N.C.
Food World	9	na	High Point, N.C.
Winn-Dixie	9	na	(Own) Raleigh, N.C.
Kroger	5	na	(Own) Salem, Va.
Big Star	5	na	(Own) Raleigh, N.C.
Columbia Foods	3	na	na
Memco	1	na	Richfood Inc., Mechanics- ville, Va.
Family Mart	1	na	na
LEADING INDEPENDENTS:			
Bestway	6	na	Greensboro, N.C.
Bi-Rite	5	na	(Own) Greensboro, N.C.
Food Rite	8	na	na
OTHER GROCERY STORES	200	na	
TOTAL	260		

RALEIGH

Market Area Covered: Wake County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Winn-Dixie	16	<u>78.2%</u> 24.2	(Own) Raleigh, N.C.
Colonial/Big Star	11	18.4	(Own) Raleigh, N.C.
A&P	13	13.6	(Own) Charlotte, N.C.
Foodtown	7	13.4	(Own) Salisbury, N.C.
Food World	3	4.8	(Own) High Point, N.C.
Harris-Teeter	2	3.8	(Own) Charlotte, N.C.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Piggly Wiggly	2	<u>4.4%</u> 2.6	(Own) Kinston, N.C.
Red & White	2	1.3	(Own) Rocky Mount, N.C.
IGA	4	0.5	Quinn Wholesale, Warsaw, N.C.
OTHER GROCERY STORES	na	<u>17.4%</u>	
TOTAL	60+	100.0%	

na - not available

WINSTON-SALEM

Market Area Covered: Forsyth County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		<u>87.2%</u>	
Food Fair	10	<u>22.4</u>	(Own) Winston-Salem, N.C.
Mt. Tabor	3	9.5	Central Carolina, Kernersville, N.C.
Winn-Dixie	7	8.9	(Own) Raleigh, N.C.
Food Town*	5	8.9	Save Rite, Inc., Salisbury, N.C.
Food World	5	7.5	(Own) High Point, N.C.
Kroger**	2	6.7	(Own) Salem, Va.
Lowe's Foods (Thrifti-Mart)	5	6.0	(Own) Wilkesboro, N.C.
Big Star	5	4.7	(Own) Raleigh, N.C.
3-Guys	1	4.7	na
Heffner's***	2	2.6	(Own) Mockville, N.C.
Joe's Foods	2	2.0	Central Carolina, Kernersville, N.C.
Family Mart	1	1.5	na
Bestway	1	0.9	(Own) Greensboro, N.C.
Memco****	1	0.9	na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Shop Rite	3	<u>5.7%</u> 5.7	Central Carolina, Kernersville, N.C.
LEADING INDEPENDENTS:			
		<u>7.1%</u>	
Foodland	1	7.1	na
Konnoak Hills	1		Central Carolina, Kernersville, N.C.
Liberty Street	1		MDI, Hickory, N.C.
TOTAL	56	100.0%	

na - not available

* Does not include Heffner's stores bought July 1981.

** Does not include third Kroger store that opened in 1981.

*** Heffner's sold to Food Town in July 1981.

**** Now closed.

NORTH DAKOTA

FARGO-MOORHEAD

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		57.0%	
Piggly Wiggly/Jack & Jill	7	20.0	Nash Finch Co., Fargo, N.D.
Buttrey Foods	2	17.0	Fairway Foods, Fargo, N.D.
Country Stores	3	15.0	Red Owl Stores, Fargo, N.D.
Warehouse	1	5.0	Red Owl Stores, Fargo, N.D.
VOLUNTARY &/OR COOPERATIVE GROUPS:		5.0%	
Super Valu/U Save	2	5.0	Super Valu, Fargo, N.D.
LEADING CONVENIENCE STORE CHAINS:		3.0%	
Stop-N-Go	13	3.0	L.B. Hartz Co., Thief R. Falls, Minn.
LEADING INDEPENDENTS:		35.0%	
Hornbachers	3	35.0	Super Valu, Fargo, N.D.
TOTAL	31	100.0%	

MINOT

Market Area Covered: Corporate City Limits	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
VOLUNTARY &/OR COOPERATIVE GROUPS:		62.0%	
Piggly Wiggly	3	40.0	Nash Finch, Minot, N. Dakota
Red Owl	1	22.0	(Own) Fargo, N. Dakota
LEADING INDEPENDENTS:		24.0%	
Miracle Mart	1	24.0	Red Owl, Fargo, N. Dakota
OTHER GROCERY STORES	na	14.0%	
TOTAL	5+	100.0%	

na - not available

OHIO

AKRON

Market Area Covered: Summit, Portage & Medina Counties	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Acme/Click	24	<u>61.2%</u> 40.2	Fred W. Albrecht Co., Akron, Ohio
Kroger	10	11.3	(Own) Solon, Ohio
Fazio's	6	7.2	Fisher Foods, Bedford Heights, Ohio
Heinen's	1	1.3	(Own) Warrensville Heights, Ohio
Pick-N-Pay	1	1.2	(Own) Cleveland, Ohio
LEADING CONVENIENCE STORE CHAINS:			
Open Pantry	11	<u>2.1%</u> 0.8	American Seaway Foods, Inc. Bedford Heights, Ohio
Convenient Food Mart	7	0.7	Frank Fortune Grocery, Ashtabula, Ohio
Quick Shop	5	0.4	American Seaway Foods, Inc. Bedford Heights, Ohio
Li'l Shopper	4	0.2	Golden Dawn Foods, Sharon, Pa.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Sparkle	23	<u>27.8%</u> 11.4	Betsy Ross Foods, Mogadore, Ohio
Valu King	7	5.8	Tamarkin Co., Youngstown, Ohio
IGA	13	3.6	McClain Grocery, Massillon, Ohio
Betsy Ross	13	3.5	Betsy Ross Foods, Mogadore, Ohio
Stop-N-Shop	2	2.2	American Seaway Foods, Inc. Bedford Heights, Ohio
Cardinal/RB	1	0.8	Cardinal Foods, Inc., Columbus, Ohio
Golden Dawn	2	0.5	Golden Dawn Foods, Sharon, Pa.
Associated Grocers	2	*	(Own) Dennison, Ohio
LEADING INDEPENDENTS:			
Bisson's	4	<u>1.4%</u> 1.4	Betsy Ross & American Seaway Foods
West Point Market	1	*	Betsy Ross Foods, Mogadore, Ohio
OTHER GROCERY STORES			
	na	<u>7.5%</u>	
TOTAL	137+	100.0%	

na - not available

* Included in "Other Grocery Stores"

CANTON

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales*	Principal Supplier
LEADING CHAINS:			
		<u>57.2%</u>	
Fisher Foods of Canton	5	18.6	(Own) Canton, Ohio
Kroger	5	10.6	(Own) Cleveland, Ohio
A&D	3	10.2	McClain Grocery, Massillon, Ohio
Edward's Warehouse	1	6.8	Pick 'N' Pay, Maple Hgts, Ohio
Fisher/Fazio	2	4.9	Fisher Foods, Bedford Hgts, Ohio
Sparkle	2	3.3	Betsy Ross Foods, Mogadore, Ohio
Lawson's	31	na	(Own) Akron, Ohio
Spee Dee Foods/Minit Mart	17	na	(Own) Akron, Ohio
Acme/Click	2	na	Akron, Ohio
Valu King	1	1.1	Tamarkin Co., Youngstown, Ohio
Stop-N-Go	11	0.8	American Seaway Foods, Bedford Heights, Ohio
7-Eleven	2	na	na
CFM	1	0.6	Scot Lad Foods, Lima, Ohio
Open Pantry	2	0.3	American Seaway Foods, Bedford Heights, Ohio
Carm's Foods	2	na	na
King Kwik	2	na	Scot Lad Foods, Lima, Ohio
VOLUNTARY &/OR COOPERATIVE GROUPS:			
		<u>44.1%</u>	
IGA	29	37.2	McLain Grocery, Massillon, Ohio
A/G	25	6.6	Dennison, Ohio
Super Valu	1	0.3	(Own) Xenia, Ohio
LEADING INDEPENDENTS:			
		<u>5.9%</u>	
Bordner's	2	3.7	na
Stoll's	2	2.2	McLain Grocery, Massillon, Ohio
TOTAL	148	107.2%	

na - not available

*Reflects consumer's store preference, adds to more than 100% because some people shop more than one store.

DAYTON

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		75.0%	
Kroger	23	40.0	(Own) Cincinnati, Ohio
Stump's	10	10.0	Food Marketing, Ft. Wayne, Ind.
White Villa (C)	100	10.0	Super Valu, Xenia, Ohio
Marsh	2	3.0	(Own) Yorktown, Ind.
Imperial	8	2.0	Cardinal Foods, Columbus, Ohio
Lawsons (C)	26	5.0	Consolidated Foods, Cuyahoga, Ohio
Stop & Go (C)	22		(Own) Trotwood, Ohio
7-Eleven (C)	36		(Own) Rolling Meadows, Ill.
King Kwik (C)	23		(Own) Cincinnati, Ohio
United Dairy (C)	7		(Own) Cincinnati, Ohio
Foodtown	2	2.0	Seaway, Toledo, Ohio
Pangles Thrifty Mart	1	2.0	Scot Lad, Lima, Ohio
Metro Market	3	1.0	Cardinal Foods, Columbus, Ohio
Fulmer's	7	*	Super Valu, Xenia, Ohio
VOLUNTARY &/OR COOPERATIVE GROUPS:		17.0%	
IGA	24	11.0	Super Food Services, Dayton, Ohio
Super Valu	11	6.0	(Own) Xenia, Ohio
LEADING INDEPENDENTS:			
Woody's	1	*	White Villa Grocery, Dayton, Ohio
Lofino	2	*	Super Valu, Xenia, Ohio
Dorothy Lane Market	1	*	Super Valu, Xenia, Ohio
Phil & Jerry's	1	*	White Villa Grocery, Xenia, Ohio
Shiloh Market	1	*	Super Foods, Dayton, Ohio
Freedom Foods	4	*	White Villa Grocery, Dayton, Ohio
Kash 'N' Karry	3	*	na
Kantor's Supermarket	1	*	na
OTHER GROCERY STORES	264	8.0%	
TOTAL	583	100.0%	

na - not available

(C) Convenience Stores

* Included in "Other Grocery Stores"

LIMA

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Pangles	3	na	Scot Lad, Lima, Ohio
Kroger	3	na	(Own) Columbus, Ohio
A&P	1	na	(Own) Detroit, Mich.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA	4	na	Super Food Service, Dayton, Ohio
LEADING INDEPENDENTS:			
Clyde Evans Markets	4	na	Food Marketing, Fort Wayne, Ind.
Clyde Evans Warehouse	1	na	
OTHER GROCERY STORES	19	na	
TOTAL	35		

LORAIN—ELYRIA

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Fisher Foods	8	85.4%	(Own) Bedford Hgts., Ohio.
Bi-Lo (Kroger)	5	30.6	(Own) Maple Hgts., Ohio
Sparkle (C)	9	16.5	Betsy Ross Foods, Mogadore, Ohio
Pick-N-Pay (Edwards)	2	13.4	(Own) Maple Hgts., Ohio
CFM	15	10.9	Scot Lad Foods, Lima, Ohio
Eagle	5	10.3	(Own) Bedford Hgts., Ohio
Open Pantry (C)	4	2.9	American Seaway Food, Bedford Hgts., Ohio
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA (McLain)	6	0.8	McLain Groc. Co., Massillon, Ohio
Super Valu	1	1.4	Super Valu, Xenia, Ohio
A/G	1	0.7	Dennison, Ohio
Betsy Ross	2	0.2	Betsy Ross, Mogadore, Ohio
OTHER GROCERY STORES	na	3.9%	
TOTAL	58+	100.0%	

(C) Convenience Stores
na - not available

SANDUSKY

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>74.0%</u>	
Pick 'N Pay	3	32.0	(Own) Maple Heights, Ohio
Kroger	1	21.0	(Own) Solon, Ohio
Foodtown	2	18.0	(Own) Maumee, Ohio
Lawsons (C)	3	3.0	(Own) Akron, Ohio
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>7.0%</u>	
Foodland	1	7.0	Defiance Grocery, Defiance, Ohio
LEADING INDEPENDENTS:			
Enderle's Cardinal	1	*	na
Sandusky Cardinal	1	*	na
Sandusky IGA	1	*	na
Consolo's IGA	1	*	na
Keeber Marine Grocery	1	*	na
Kuhn's Best Mart	1	*	na
Eastman's Best Mart	1	*	na
Miller Bros. Super Self Serve Grocery & Market	1	*	na
OTHER GROCERY STORES (Includes Grocery and Carry-Out)	17	<u>19.0%</u>	
TOTAL	35	100.0%	

(C) Convenience Stores

na - not available

* Included in "Other Grocery Stores"

SPRINGFIELD

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		52.0%	
Kroger	4	19.0	(Own) Cincinnati, Ohio
Fulmers	4	16.0	Super Valu, Xenia, Ohio
Big Bear	4	14.0	(Own) Columbus, Ohio
Lawson Milk (C)	8	2.0	Cuyahoga Falls, Ohio
7-Eleven (C)	2	1.0	White Villa, W. Carrollton, Ohio
LEADING INDEPENDENTS:		23.0%	
Northridge IGA	1	11.0	Super Foods, Bellefontaine, Ohio
Shoemakers	2)		Super Valu, Xenia, Ohio
Howard	2)	10.0	Super Valu, Xenia, Ohio
Johnson Super Valu	1)		Super Valu, Xenia, Ohio
Mundys	1	2.0	White Villa, W. Carrollton, Ohio
Pick N Pay	1	na	Super Foods, Bellefontaine, Ohio
OTHER GROCERY STORES	na	25.0%	
TOTAL	30+	100.0%	

STEUBENVILLE

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Kroger	2	na	(Own) Columbus, Ohio
Big Bear	1	na	(Own) Columbus, Ohio
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Foodland	1	na	na
IGA	1	na	McLain Grocers, Massillon, Ohio
Valu King	1	na	Tomarkin, Youngstown, Ohio
LEADING INDEPENDENTS:			
Convenience Mkts.	2	na	Associated Grocers, Dennison, Ohio
Co-Op Food Mkts.	1	na	Wheeling Wholesale, Wheel- ing, W.V.
Big "D" Market	1	na	Wheeling Wholesale, Wheel- ing, W.V. & Associated Grocers, Uhrichsville, Ohio
TOTAL	10		

(C) Convenience Stores
na - not available

YOUNGSTOWN-WARREN

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>79.7%</u>	
Valu King	54	<u>37.8</u>	Tamarkin Co., Youngstown, Ohio
Sparkle Markets	26	24.1	Betsy Ross, Mogadore, Ohio
Lawson Milk Co.	27	5.4	Cardinal Foods, Columbus, Ohio
Lil Shopper	14	3.0	na
Convenient Food Marts	7	2.9	(Own) Solon, Ohio
7-Eleven Stores	12	2.1	na
Bi-Lo Markets	3	2.1	(Own) Bedford Hgts., Ohio
Quik Chek	5	1.2	na
Lo-Buy	1	1.1	(Own) Solon, Ohio
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>13.1%</u>	
United Family Foods	16	<u>6.4</u>	Tamarkin Co., Youngstown, Ohio
Golden Dawn	8	3.6	Golden Dawn Foods, Sharon, Pa.
Queens Markets	5	1.3	Golden Dawn Foods, Sharon, Pa.
Mavars Markets	3	1.0	Tamarkin Co., Youngstown, Ohio
Isaly Dairy Stores	5	0.8	na
OTHER GROCERY STORES	272	<u>7.2%</u>	
TOTAL	458	100.0%	

ZANESVILLE

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>60.0%</u>	
Big Bear	3	<u>30.0</u>	(Own) Columbus, Ohio
Kroger	3	30.0	(Own) Columbus, Ohio
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>35.0%</u>	
IGA Foodliners	6	<u>20.0</u>	McLain Grocery, Massillon, Ohio
Foodtown	5	15.0	Creasey Co., Columbus, Ohio
OTHER GROCERY STORES	34	<u>5.0%</u>	
TOTAL	51	100.0%	

na - not available

OKLAHOMA

ENID

Market Area Covered:	No. of	% of	Principal Supplier
Home & Garfield Counties	Stores	Market's Grocery Store Sales	
LEADING CHAINS:		78.0%	
Safeway	3	32.0	Hale-Halsell, Tulsa, Okla.
United Super Market	3	28.0	Hale-Halsell, Tulsa, Okla.
Best Yet Discount Foods	2	17.0	Scrivner, Oklahoma City, Okla.
Circle K Food Stores	8	1.0	na
LEADING INDEPENDENTS:		21.0%	
The Boys Super Market	1	15.0	Scrivner, Oklahoma City, Okla.
Roy's Super Market	1	6.0	Hale-Halsell, Tulsa, Okla.
OTHER GROCERY STORES	15	1.0%	
TOTAL	33	100.0%	

McALESTER

Market Area Covered:	No. of	% of	Principal Supplier
Standard Metropolitan Area	Stores	Market's Grocery Store Sales	
LEADING CHAINS:		40.0%	
Safeway	1	25.0	(Own) Tulsa, Oklahoma
Humpty Supermarkets	1	15.0	(Own) Oklahoma City, Okla.
VOLUNTARY &/OR COOPERATIVE GROUPS:		10.0%	
IGA	1	10.0	Fleming Co., Oklahoma City, Okla.
LEADING INDEPENDENTS:		40.0%	
Ray's Market	1	10.0	Fleming Co., Oklahoma City, Okla.
Danny's Grocery	1	10.0	Hale Halsell Co.
Sixth Street Grocery	1	10.0	Hale Halsell Co.
Allen's Market	1	10.0	na
OTHER GROCERY STORES		10.0%	
Gibson's Market	1	10.0	na
TOTAL	8	100.0%	

na - not available

MUSKOGEE

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Weddle	3	na	Affiliated Foods, Tulsa, Okla.
Safeway	2	na	(Own) Tulsa, Okla.
Humpty Dumpty	2	na	Allied Supermkts., Okla. City, Okla.
Milgrams	1	na	A.G. Fleming Inc., Joplin Mo.
Gibson Grocery	1	na	Affiliated Foods, Tulsa, Okla.
Johnson Foods	2	na	Scrivner, Oklahoma City, Okla.
Bestyet	1	na	Scrivner, Oklahoma City, Okla.
Muskogee Discount Foods	1	na	Scrivner, Oklahoma City, Okla.
LEADING INDEPENDENTS:			
Walker's Superette	1	na	na
TOTAL	14		

na - not available

SHAWNEE

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Handy Dandy (C)	3	na	Tyler & Simpson, Norman, Okla.
7-Eleven (C)	5	na	Tyler & Simpson, Norman, Okla.
Wag-A-Bag, Inc. (C)	2	na	Affiliated Foods, Tulsa, Okla.
Humpty Dumpty	1	na	Allied Foods, Oklahoma City, Okla.
Happy Snappy (C)	1	na	na
Kwik Stop (C)	2	na	na
Love's Country Store	2	na	na
Shop-N-Go (C)	1	na	McClains, Temple, Texas
Safeway	1	na	(Own) Tulsa, Okla.
LEADING INDEPENDENTS:			
Pratts Foods	4	na	Scrivner-Boogaart, Okla. City, Okla.
Brannon's IGA	1	na	Fleming Food Co., Okla. City, Okla.
M&P Stores	1	na	Affiliated Foods, Tulsa, Okla.
Stone's IGA	1	na	na
Al-James IGA	1	na	Fleming Food Co., Okla. City, Okla.
TOTAL	26		

(C) Convenience Stores
na - not available

OREGON

EUGENE

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		75.9%	
Safeway	14	29.0	(Own) Portland, Ore.
McKay's	8	14.0	West Coast Grocery Co., Salem, Ore.
Albertson's	6	13.0	West Coast Grocery Co., Salem, Ore.
Fred Meyer	2	10.9	(Own) Portland, Ore.
Drive & Save Foods	3	5.0	American Strevell, Portland, Ore.
Mayfair	3	4.0	na
Consumer Warehouse Foods (Fred Meyer)	1	*	(Own) Portland, Ore.
LEADING CONVENIENCE STORE CHAINS:		4.0%	
7-Eleven Stores	11	*	na
Dari-Mart	17	2.0	American Strevell, Portland, Ore.
Grocery Carts, Inc.	15	2.0	West Coast Grocery, Inc. Salem, Ore.
VOLUNTARY &/OR COOPERATIVE GROUPS:		5.0%	
Walmart	2	5.0	American Strevell, Portland, Ore.
IGA	3	*	West Coast Grocery, Portland, Ore.
Food King	1	*	American Strevell, Portland, Ore.
IGA	2	*	American Strevell, Portland, Ore.
LEADING INDEPENDENTS:			
Paramount Markets	2	*	Wadhams, Portland, Ore.
D.J.'s Market	1	*	na
Mark and Pak	2	*	na
Oregon Foods	2	*	na
OTHER GROCERY STORES	na	15.1%	
TOTAL	95+	100.0%	

na - not available

* Included in "Other Grocery Stores"

SALEM

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>48.0%</u>	
Safeway	8	<u>25.0</u>	(Own) Portland, Ore.
Fred Meyer Inc.	3	10.0	(Own) Portland, Ore.
Walmart	3	6.0	American Strevell & United Grocers, Portland, Ore.
McKays Market	3	3.0	West Coast Grocery, Salem, Ore.
Albertson's	1	2.0	West Coast Grocery, Salem, Ore.
Prairie Market	2	2.0	Tradewell, Kent, Wash.
LEADING CONVENIENCE STORE CHAINS:		<u>4.5%</u>	
Circle K Food Stores	14	<u>2.0</u>	American Strevell, Portland, Ore.
Plaid Pantry	8	1.5	American Strevell, Portland, Ore.
Little Giant	3	1.0	West Coast Grocery, Salem, Ore.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>18.0%</u>	
IGA Stores	8	<u>10.0</u>	West Coast Grocery, Salem, Ore.
Thriftway	9	8.0	United Grocers, Portland, Ore.
LEADING INDEPENDENTS:		<u>3.0%</u>	
Capital Market	4	<u>3.0</u>	American Strevell, Portland, Ore.
OTHER GROCERY STORES	21	<u>26.5%</u>	
TOTAL	87	100.0%	

PENNSYLVANIA

ALLENTOWN

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Acme	21	na	(Own) Philadelphia, Pa.
Food Lane	20	na	Wetterau Food Dist., Temple, Pa.
A&P	6	na	(Own) Philadelphia & Altoona, Pa.
7-Eleven (C)	27	na	Southland Dist. Ctr., Falmouth, Va.
WaWa Markets	16	na	Miller & Hartman, Lancaster, Pa.
Weis Markets	7	na	(Own) Sunbury, Pa.
Thriftway	5	na	Thriftway Foods, Div. of Fleming Co., Oak, Pa.
Giant	1	na	Louis Lehrman & Sons, Harrisburg, Pa.
Pensupreme	6	na	DeWitt Wholesale, Syracuse, N.Y.
Jewel T	4	na	No Principal Supplier
Pathmark	1	na	Pathmark, Woodbridge, N.J.
Clemen's Markets	4	na	Perloff Bros., Philadelphia, Pa.
Turkey Hill Minit Market (C)	12	na	Miller & Hartman, Lancaster, Pa.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA	18	na	Wetterau Food Dist., Temple, Pa.
Shop Rite	2	na	Wakefern Food Corp., Elizabeth, N.J.
Quik Chek	5	na	General Trading, Carlstadt, N.J.
LEADING INDEPENDENTS:			
Shop-Well	2	na	Louis Lehrman & Sons, Harrisburg, Pa.
Traub's Market	1	na	Wetterau Food Dist., Temple, Pa.
Fairground Farmers Big Market	1	na	United Associated Grocers, Robeson, Pa.
Schoenen's	2	na	United Associated Grocers, Robeson, Pa.
Dan Schantz Farm	2	na	Affiliated Foods, Scranton, Pa.
TOTAL	163		

(C) Convenience Stores
na - not available

ALTOONA

Market Area Covered:	No. of	% of	Principal Supplier
Blair County	Stores	Market's Grocery Store Sales	
LEADING CHAINS:		<u>60.0%</u>	
Riverside Markets	5	19.0	Penn Traffic, DuBois, Pa.
Weis	2	19.0	(Own) Sunbury, Pa.
A&P	7	18.0	(Own) Altoona, Pa.
Shop 'N Save	1	4.0	Charlie Bros., Greensburg, Pa.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>32.0%</u>	
IGA Foodliners	4	26.0	Reeves Parvin, Huntingdon, Pa.
Economy A/G	9	3.0	(Own) Altoona, Pa.
Food Rite	3	2.0	Louis & Lehrman, Hershey, Pa.
Foodland	1	1.0	Fox Grocery, Belle Vernon, Pa.
WAREHOUSE OUTLETS:			
Warehouse Food Markets	1	<u>6.0%</u>	
OTHER GROCERY STORES	na	<u>2.0%</u>	
TOTAL	33+	100.0%	

EASTON

Market Area Covered:	No. of	% of	Principal Supplier
ABC City & Retail Trading Zone	Stores	Market's Grocery Store Sales	
LEADING CHAINS:			
Food Lane	10	na	Thriftway, Philadelphia, Pa.
A&P	7	na	(Own) Philadelphia, Pa.
Acme	6	na	(Own) Philadelphia, Pa.
Shop-Rite	5	na	Wakefern Foods, Elizabeth, N.J.
Weis	1	na	(Own) Sunbury, Pa.
LEADING CONVENIENCE STORE CHAINS:			
Quik Chek	6	na	na
Kraussers	2	na	na
7-Eleven	1	na	na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA	2	na	(Own) G.H. Delp Co., Temple, Pa.
LEADING INDEPENDENTS:			
Keppels	3	na	Thriftway, Philadelphia, Pa.
OTHER GROCERY STORES	320	na	
TOTAL	363		

na - not available

ERIE

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS		53.8%	
Loblaws	10	34.8	P.J. Schmitt, Buffalo, N.Y.
Super Duper	9	17.7	Jamestown, N.Y.
Quality Markets	5	1.3	Quality, Jamestown, N.Y.
VOLUNTARY &/OR COOPERATIVE GROUPS:		25.1%	
Golden Dawn	8	15.5	(Own) Sharon, Pa.
Shur Fine	7	9.6	Olean Wholesale, Olean, N.Y.
LEADING INDEPENDENTS:		17.2%	
Valu King	4	8.4	Tamarkin, Youngstown, Ohio
Lawsons (C)	20	4.5	(Own) Akron, Ohio
Country Fair (C)	17	4.3	P.J. Schmitt, Buffalo, N.Y.
OTHER GROCERY STORES	na	3.9%	
TOTAL	8+	100.0%	

na - not available
(C) Convenience Stores

HARRISBURG

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		74.0%	
Giant	14	33.0	Carlisle Food Mkt., Carlisle, Pa.
Weis	15	32.0	(Own) Sunbury, Pa.
Pathmark	1	6.0	(Own) Woodbridge, N.J.
A&P	2	3.0	(Own) Baltimore, Md.
VOLUNTARY &/OR COOPERATIVE GROUPS:		13.0%	
Foodtown & Save Rite	52	5.0	Louis Lehrman, Harrisburg, Pa.
Super Thrift & WFM	4	3.0	P.A. & S. Small, York, Pa.
IGA	6	3.0	G.H. Delp & Co., Temple, Pa.
AG Stores	63	2.0	Yorktown Whisl., Grocery Co., Harrisburg, Pa.
CONVENIENCE STORE GROUP:		2.0%	
Handy Markets	27	1.0	Convenience Dist., Camp Hill, Pa.
7-Eleven	12	1.0	na
OTHER GROCERY STORES:		11.0%	
Konhaus	4	3.0	(Own) Mechanicsburg, Pa.
Karns	4	3.0	(Own) Mechanicsburg, Pa.
Fox's	2	3.0	(Own) Middletown, Pa.
Pantry Fresh	2	2.0	(Own) Harrisburg, Pa.
TOTAL	208	100.0%	

na - not available

JOHNSTOWN

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Gee Bee	9	na	Fox Grocery, Bell Vernon, Pa.
Riverside	8	na	Fox Grocery, Bell Vernon, Pa.
A&P	5	na	Fox Grocery, Bell Vernon, Pa.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Shop & Save	4	na	Charlie Bros., Greensburg, Pa.
AG Stores	13	na	Economy Wholesale, Altoona, Pa.
IGA/Ideal Food Markets	2	na	Reeves Parvin, Huntington, Pa.
IGA/Eureka	1	na	Reeves Parvin, Huntington, Pa.
LEADING INDEPENDENTS:			
Food Rite Markets	2	na	Louis Lehrman, Shiremanstown, Pa. & Economy Wholesale, Altoona, Pa.
Market Basket	1	na	Louis Lehrman, Shiremanstown, Pa.
Koch Cut Rate	1	na	Louis Lehrman, Shiremanstown, Pa.
McKee's Market	1	na	Louis Lehrman, Shiremanstown, Pa.
Stines Grocery	1	na	Louis Lehrman, Shiremanstown, Pa.
Whitfield's Shur-Save	1	na	Economy Wholesale, Altoona, Pa.
TOTAL	49		

na - not available

LEBANON

Market Area Covered: Lebanon County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
A&P	1	na	(Own) Baltimore, Md.
Acme	1	na	(Own) Philadelphia, Pa.
Weis	1	na	(Own) Sunbury, Pa.
LEADING CONVENIENCE STORE CHAINS:			
Handy Food	3	na	na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
United Assoc. Groc.			Robesonia, Pa.
LEADING INDEPENDENTS:			
Foodland	1	na	United Assoc. Grocers, Robesonia, Pa.
Zweiers	1	na	United Assoc. Grocers, Robesonia, Pa.
Miller's	1	na	na
Giant	1	na	na
Towne	3	na	United Assoc. Grocers, Robesonia, Pa.
OTHER GROCERY STORES:			
Martin's Farm Market	1	na	United Assoc. Grocers, Robesonia, Pa.
Viozzi's	1	na	United Assoc. Grocers, Robesonia, Pa.
Dutchway	1	na	United Assoc. Grocers, Robesonia, Pa.
Snively's	1	na	United Assoc. Grocers, Robesonia, Pa.
Other Stores	25	na	Various suppliers
TOTAL	42		

na - not available

NORRISTOWN

Market Area Covered: County of Montgomery	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Acme	5	na	(Own) Philadelphia, Pa.
Genuardi's	8	na	Thriftway Foods, Oaks, Pa.
A&P	4	na	(Own) Philadelphia, Pa.
7-Eleven (C)	4	na	na
Fiore's	2	na	Thriftway Foods, Oaks, Pa.
Wa-Wa Food Market	2	na	Thriftway Foods, King of Prussia, Pa.
Clemen's Market	2	na	Thriftway Foods, Oaks, Pa.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Thriftway	1	na	(Own) Oaks, Pa.
Shop Rite	2	na	(Own) Wakefern Food Corp., Elizabeth, N.J.
LEADING INDEPENDENTS:			
Colonial Village Meat Market	2	na	na
Young's Meat Market	1	na	na
Mariani's	1	na	Thriftway Foods, Oaks, Pa.
Rosenberger's	1	na	na
Clemen's	1	na	na
Al's Cold Cuts	1	na	na
DiRenzo's Market	1	na	na
Zeller's Meats	1	na	na
Murphy's Food Mart	1	na	na
Frozen Food Outlet	1	na	na
Tony's Market	1	na	na
OTHER GROCERY STORES	39	na	
TOTAL	81		

(C) Convenience Stores
na - not available

READING

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		<u>36.0%</u>	
Acme	8	16.4	(Own) Philadelphia, Pa.
Weis	6	13.6	(Own) Sunbury, Pa.
Pathmark	2	6.0	(Own) Woodbridge, N.J.
Turkey Hill Markets	11	*	Miller & Hartman, Lancaster, Pa.
Ciotti	1	*	Thriftway, King of Prussia, Pa.
Mr. Food	1	*	(Own) Lancaster, Pa.
Redner's Tiger Markets	8	*	Thriftway, King of Prussia, Pa.
Jewel-T Discount Grocery	2	*	na
Food Lane Market	1	*	na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
		<u>23.2%</u>	
IGA	10	12.3	(Own) G.H. Delp Co., Temple, Pa.
Thriftway	5	7.7	(Own) King of Prussia, Pa.
Shop Rite	1	3.2	Wakefern Food Corp., Elizabeth, Pa.
Keyco-Keystone	117	*	United Assoc. Grocers, Robeson, Pa.
LEADING INDEPENDENTS:			
Keystone Meat Markets	1	*	United Assoc. Grocers, Robeson, Pa.
DeCarlo Meat Market	1	*	United Assoc. Grocers, Robeson, Pa.
Weaver's Supermarket	1	*	United Assoc. Grocers, Robeson, Pa.
Pensupreme Grocerette	9	*	DeWitt Wholesale Co., Syracuse, N.Y.
Wawa	1	*	Miller & Hartman, Lancaster, Pa.
OTHER GROCERY STORES	12	<u>40.8%</u>	
TOTAL	198	100.0%	

na - not available

*Included in "Other Grocery Stores"

SCRANTON

Market Area Covered:	No. of	% of	Principal Supplier
Lackawanna County	Stores	Market's Grocery Store Sales	
LEADING CHAINS:		54.7%	
Acme Markets (Super Save)	7	28.4	(Own) King of Prussia, Pa.
Giant Markets & Food Champ	12	19.8	(Own) Scranton, Pa.
Weis Markets	2	4.5	(Own) Sunbury, Pa.
Food Lane	1	2.0	Easton, Pa.
VOLUNTARY &/OR COOPERATIVE GROUPS:		43.6%	
Affiliated Foods	102	33.9	(Own) Scranton, Pa.
IGA	2	5.5	G.H. Delp Co., Temple, Pa.
Economy Stores	11	4.2	Wyoming Valley Dist., Co., Wilkes Barre, Pa.
OTHER GROCERY STORES	na	1.7%	
TOTAL	137+	100.0%	

WILKES-BARRE

Market Area Covered:	No. of	% of	Principal Supplier
City & Retail Trading Zone Luzerne County, Pa.	Stores	Market's Grocery Store Sales	
LEADING CHAINS:			
Acme	17	na	(Own) King of Prussia, Pa.
Pantry Quik (C)	6	na	(Own) Hazelton, Pa.
Giant	4	na	(Own) Scranton, Pa.
Weis	4	na	(Own) Sunbury, Pa.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Economy Stores	196	na	Wyoming Valley Distrib. Co.
Fairway	80	na	Duryea, Pa.
IGA	3	na	G.H. Delp Co., Temple, Pa.
LEADING INDEPENDENTS:			
Insalaco's Supermarkets	5	na	Affiliated Foods, Scranton, Pa.
Sunshine Markets	3	na	Scott Grocery, Wilkes-Barre, Pa.
Shoprite	1	na	Wakefern Food Corp, Elizabeth, N.J.
Daring's Market	1	na	na
Academy Market	1	na	na
Johnny's Market	1	na	na
W.E. Bonnice & Sons	1	na	na
Fetch's Markets	2	na	Affiliated Foods, Scranton, Pa.
TOTAL	325		

(C) Convenience Stores
na - not available

YORK

Market Area Covered:	No. of	% of	Principal Supplier
York County	Stores	Market's Grocery Store Sales	
LEADING CHAINS:		54.0%	
Weis	8	20.0	(Own) Sunbury, Pa.
Giant	3	13.0	Carlisle, Pa.
A&P	2	9.0	(Own) Baltimore, Md.
Acme	2	7.0	(Own) Baltimore, Md.
Pathmark	1	3.0	(Own) Woodbridge, N.J.
Safeway	1	2.0	(Own) Landover, Md.
VOLUNTARY &/OR COOPERATIVE GROUPS:		31.0%	
Super Thrift	75	20.0	P.A. & S. Small Co., York, Pa.
AG	150	11.0	Assoc. Wholesalers, Inc., York, Pa.
OTHER GROCERY STORES	na	15.0%	
TOTAL	242+	100.0%	

RHODE ISLAND

NEWPORT

Market Area Covered:	No. of	% of	Principal Supplier
ABC City & Retail Trading Zone	Stores	Market's Grocery Store Sales	
LEADING CHAINS:			
A&P	2	na	(Own) Boston, Mass.
Almac's	2	na	(Own) Providence, R.I.
Stop & Shop	1	na	(Own) S. Boston, Mass.
Star Market	1	na	(Own) Norwood, Mass.
Food Mart	1	na	N.E. Grocers, North Boro, Mass.
IGA	1	na	Roger Williams, Cumberland, R.I.
LEADING CONVENIENCE STORE CHAINS:			
Cumberland Farms	8	na	Canton, Mass.
Dutchland Farms	3	na	na
Chucky's Country Store	1	na	DeWitt Wholesale Grocery, Syracuse, N.Y.
TOTAL	20		

na - not available

PAWTUCKET

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Almacs	7	27.0%	(Own) E. Providence, R.I.
Star Market	3	17.0	(Own) Cambridge, Mass.
Stop & Shop	4	13.0	(Own) S. Boston, Mass.
Wonder/Big Discount	1	5.0	na
OTHER GROCERY STORES			
Valueland	1	4.0	(Own) Canton, Mass.
Morse Food Mart	1	2.0	(Own) Canton, Mass.
Dumaa Bros. IGA Foodline	2	2.0	Roger Williams, Cumberland, R.I.
Cumberland Farms (C)	18	na	na
Dutchland Farms (C)	10	na	na
Sunnybrook Farms (C)	8	na	na
Li'l General (C)	1	na	na
TOTAL	56	*	

* Does not add to 100% due to the fact that the percent of sales for certain stores was not available

Figures are for all of Providence County, R.I.
na - not available
(C) Convenience Stores

SOUTH CAROLINA

ANDERSON

Market Area Covered: Anderson County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>75.0%</u>	
Winn-Dixie	14	<u>26.0</u>	(Own) Greenville, S.C.
Bi-Lo	11	24.0	Bi-Lo Warehouse, Mauldin, S.C.
Ingles	10	20.0	Merchants Distributors, Hickory, N.C.
A&P	2	2.0	(Own) Charlotte, N.C.
Big Star (Grand Union)	1	2.0	(Own) Columbia, S.C.
Community Cash	1	1.0	(Own) Spartanburg, S.C.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>14.0%</u>	
Associated Grocers	200*	<u>7.0</u>	(Own) Greenville, S.C.
Dexter Grocery Co.	200*	5.0	(Own) Anderson, S.C.
Thomas & Howard	50*	2.0	(Own) Greenville, S.C.
LEADING INDEPENDENTS	11	<u>5.0%</u>	
OTHER GROCERY STORES (Including Convenience Stores)	28	<u>6.0%</u>	
TOTAL	528	100.0%	

*Represents the number of stores served

CHARLESTON

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		49.0%	
Bi-Lo	9	17.0	(Own) Mauldin, S.C.
Winn-Dixie	7	14.0	(Own) Greenville, S.C.
Kroger	6	10.0	(Own) Atlanta, Ga.
Harris Teeter	4	7.0	(Own) Charlotte, N.C.
Food Town	2	1.0	(Own) Salisbury, N.C.
VOLUNTARY &/OR COOPERATIVE GROUPS:		36.0%	
Piggly Wiggly	20	27.0	(Own) Charleston Hgts., S.C.
Red & White	11	9.0	Wetterau Foods, N. Charleston, S.C.
LEADING INDEPENDENTS:		11.0%	
Doscher's	14	10.0	Thomas & Howard, Columbia, S.C.
Big W	1	1.0	Wetterau Foods, N. Charleston, S.C.
OTHER GROCERY STORES	na	4.0%	
TOTAL	74+	100.0%	

COLUMBIA

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		70.1%	
Winn-Dixie	12	21.2	(Own) Greenville, S.C.
Bi-Lo	5	12.0	(Own) Greenville, S.C.
Food Town	5	9.0	Salisbury, N.C.
Harris-Teeter	4	7.5	(Own) Charlotte, N.C.
Family Mart (A & P)	6	7.1	MDI, Hickory, N.C.
Colonial/Big Star	7	5.2	(Own) Columbia, S.C.
Kroger	3	4.2	(Own) Charlotte, N.C.
Giant Food World	4	3.9	(Own) Columbia, S.C.
VOLUNTARY &/OR COOPERATIVE GROUPS:		22.6%	
Piggly Wiggly.	16	22.6	(Own) Charleston, S.C.
OTHER GROCERY STORES		7.3%	
Zippy Mart (C)	23	1.5	(Own) Columbia, S.C.
Others	na	5.8	Various
TOTAL	85+	100.0%	

(C) Convenience Stores
na - not available

GREENVILLE-SPARTANBURG

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		68.0%	
Bi-Lo	28	21.0	(Own) Mauldin, S.C.
Winn-Dixie	26	20.0	(Own) Greenville, S.C.
Ingles	16	13.0	(Own) Asheville, N.C.
Community Cash	22	11.0	(Own) Spartanburg, S.C.
The Family Mart	2	3.0	(Own) Atlanta, Ga.
Food Town	3	*	(Own) Salisbury, N.C.
Mr. Zip (C)	28	*	Spartanburg, S.C.
The Pantry (C)	41	*	Greenville, S.C.
Fast Fare (C)	39	*	Thomas & Howard, Columbia, S.C.
Handee Food Mart (C)	17	*	Greenville, S.C.
7-Eleven (C)	10	*	na
Majik Markets (C)	6	*	Munford, Atlanta, Ga.
VOLUNTARY &/OR COOPERATIVE GROUPS:		4.0%	
Associated Grocery	150	4.0	(Own) Greenville, S.C.
LEADING INDEPENDENTS:		3.0%	
Kash & Karry	1	3.0	(Own) Greenville, S.C.
OTHER GROCERY STORES	na	25.0%	
TOTAL	389+	100.0%	

SOUTH DAKOTA

HURON

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		69.5%	
Randall Super Valu	1	60.0	(Own) Mitchell, S.C.
Red Owl	1	9.5	(Own) Minneapolis, Minn.
LEADING INDEPENDENTS:		25.5%	
Haley's Fairway Foods	1	15.0	na
Farmer's Market	1	10.5	Nash-Finch, S.D.
OTHER GROCERY STORES	na	5.0%	
TOTAL	4+	100.0%	

(C) Convenience Stores

na - not available

*Included in "Other Grocery Stores"

RAPID CITY

Market Area Covered:	No. of	% of	Principal Supplier
Home County, Pennington County	Stores	Market's Grocery Store Sales	
LEADING CHAINS:		58.0%	
Safeway	4	29.0	(Own) Denver, Col.
Family Thrift Center	1	11.0	Nash-Finch, Rapid City, S.D.
K-Mart	1	10.0	Super-Value, Bismarck, N.D.
Scooper Dooper	5	8.0	Gen. Whlsl. Co., Norfolk, Neb.
VOLUNTARY &/OR COOPERATIVE GROUPS:		21.0%	
Piggly Wiggly	5	19.0	Prairie Market, Nash-Finch, Rapid City, S.D.
Jack & Jill	1	2.0	Prairie Market, Nash-Finch, Rapid City, S.D.
OTHER GROCERY STORES	8	21.0%	
TOTAL	25	100.0%	

TENNESSEE

CHATTANOOGA, TENN.-GA.

Market Area Covered:	No. of	% of	Principal Supplier
Standard Metropolitan Area	Stores	Market's Grocery Store Sales	
LEADING CHAINS:		73.0%	
Red Food Stores	27	44.0	(Own) Chattanooga, Tenn.
Shop-Rite	9	15.0	Allied Grocers, Div. of American Consumers, Inc. Lafayette, Ga.
Kroger	5	8.0	(Own) Atlanta, Ga.
Bruno's	2	4.0	(Own) Birmingham, Ala.
M&J Supermarkets	9	2.0	Ragland Convenience Stores
LEADING CONVENIENCE STORE CHAINS:		4.0%	
Stop-N-Go Markets	17	2.0	(Own) Ragland Wholesale, Chattanooga, Tenn.
Majik Markets	23	2.0	Munford Inc., Atlanta, Ga.
VOLUNTARY &/OR COOPERATIVE GROUPS:		23.0%	
Dixie Savings Stores	350	23.0	(Own) Chattanooga, Tenn.
TOTAL	442	100.0%	

JACKSON

Market Area Covered: ABC City Zone, Madison County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Liberty	4	<u>61.0%</u> 30.0	Jackson Fruit Co., Jackson, Tenn.
Sunflower	2	12.0	Lewis Groc. Co., Indianola, Miss.
Kroger	2	10.0	(Own) Memphis, Tenn.
Pic Pac	1	5.0	Malone & Hyde, Memphis, Tenn.
Q-Mart (C)	9	2.0	P.A. Clayton, Memphis, Tenn.
Super C (C)	6	2.0	P.A. Clayton, Memphis, Tenn.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Big Star	1	<u>21.0%</u> 5.0	Malone & Hyde, Memphis, Tenn.
Piggly Wiggly	2	7.0	Malone & Hyde, Memphis, Tenn.
Clover Farm	1	1.0	P.A. Clayton, Memphis, Tenn.
E.W. James & Son	1	8.0	Malone & Hyde, Memphis, Tenn.
LEADING INDEPENDENTS:			
Camp's	1	<u>11.0%</u> 8.0	Malone & Hyde, Memphis, Tenn.
Super Save	2	1.0	P.A. Clayton, Memphis, Tenn.
C&L Meats	1	1.0	Malone & Hyde, Memphis, Tenn.
Highland Park	1	1.0	Malone & Hyde, Memphis, Tenn.
OTHER GROCERY STORES	54	<u>7.0%</u>	
TOTAL	88	100.0%	

KINGSPORT

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Oakwood Super Markets	6	<u>98.1%</u> 29.0	na
Kroger	2	25.0	(Own) Kingsport, Tenn.
Giant Food	5	22.0	(Own) Kingsport, Tenn.
Food City	3	8.5	na
Winn-Dixie	1	8.0	(Own) Greenville, S.C.
Buy Food For Less	1	2.0	Pay Cash Groc. Co., Knoxville, Tenn.
Ingles	1	1.5	na
Jiffy Markets	6	1.0	na
Minute Markets	8	1.0	Pay Cash Groc. Co., Knoxville, Tenn.
7-Eleven (C)	3	0.1	na
OTHER GROCERY STORES	na	<u>1.9%</u>	
TOTAL	36+	100.0%	

(C) Convenience Stores
na - not available

KNOXVILLE

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>88.5%</u>	
Kroger	13	<u>37.0</u>	(Own) Nashville, Tenn.
White Store	28	22.0	(Own) Nashville, Tenn.
Winn-Dixie	8	12.0	(Own) Greenville, S.C.
Giant Food Store	6	8.0	na
A&P	2	3.0	(Own) Atlanta, Ga.
Cas Walker Cash Stores	11	2.0	(Own) Atlanta, Ga.
Hop-In Food Stores	12	1.0	Pay Cash Groc. Co., Knoxville, Tenn.
Convenient (C)	9	1.0	The H.J. Hackney Co., Knoxville, Tenn.
Mini-Marts (C)	2	1.0	na
Weigel's (C)	27	1.0	na
Quick Stop Stores (C)	2	0.2	na
7-Eleven (C)	5	0.1	na
Smoky Mountain Mkts.	16	0.1	na
Handy Dandy Food Mkts.	6	0.1	na
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>5.0%</u>	
IGA Stores	27	<u>5.0</u>	KMC Co., Inc.
LEADING INDEPENDENTS:			
Cox & Wright Food Basket	3	*	na
I.C. King's Supermarket	1	*	na
Norris Food Market	1	*	na
Pratt's Market	1	*	na
Reed's Fine Foods	1	*	na
OTHER GROCERY STORES	226	<u>6.5%</u>	
TOTAL	407	100.0%	

(C) Convenience Stores

na - not available

*Included in "Other Grocery Stores"

OAK RIDGE

Market Area Covered: ABC City Zone (Anderson County)	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		88.0%	
A&P	1	24.0	(Own) Atlanta, Ga.
Kroger	1	22.0	(Own) Nashville, Tenn.
Superior	1	15.0	Laurel Groc. Co., East Bernhart, Ky.
White Stores	2	15.0	(Own) Knoxville, Tenn.
Winn-Dixie	1	12.0	(Own) Greenville, S.C.
LEADING INDEPENDENTS:		12.0%	
Anderson's Hilltop Market	1	6.0	Malone-Hyde, Nashville, Tenn.
Bruner Food Center	1	5.0	H.T. Hackney, Nashville, Tenn.
Ingle's Super Market	1	1.0	(Own) Asheville, N.C.
TOTAL	9	100.0%	

TEXAS

ABILENE

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		100.0%	
Super Duper	8	28.0	Abilene, Texas
Safeway Stores	4	18.0	(Own) Dallas, Texas
Skaggs-Albertson's	1	16.0	(Own) Dallas, Texas
Furr's Super Market	2	11.0	(Own) Lubbock, Texas
M Systems	4	11.0	(Own) San Angelo, Texas
Air Force Commissary	1	10.0	na
Colonial Food Stores	14	2.0	San Angelo, Texas
Skinny Drive in Grocery	10	2.0	Abilene, Texas
J.R.B. Super Markets	2	2.0	(Own) Brownwood, Texas
TOTAL	46	100.0%	

na - not available

AMARILLO

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>96.0%</u>	
United Food	7	35.0	Waples West, Lubbock, Texas
Furr Food	10	28.0	(Own) Lubbock, Texas
Safeway	4	20.0	Oklahoma City & Amarillo, Texas
Albertson's Southco	2	13.0	Waples West, Lubbock, Texas
OTHER GROCERY STORES	na	<u>4.0%</u>	
TOTAL	23+	100.0%	

AUSTIN

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>85.2%</u>	
H.E.B.	17	25.8	(Own) Corpus Christi, Texas
Safeway	18	22.3	(Own) Houston, Texas
Tom Thumb	9	11.4	(Own) Austin, Texas
Skaggs	2	8.9	(Own) Richardson, Texas
Market Basket	7	8.7	Warehouse Grocery, Houston, Texas
Minimax	6	4.2	Fleming Foods, San Antonio, Texas
Eagle	2	3.9	(Own) Houston, Texas
LEADING INDEPENDENTS:		<u>11.6%</u>	
Foodland of Austin	5	4.0	Grocers Supply Co., Houston, Texas
Kash-Karry	7	3.9	Brenham Wholesale Grocery, Inc., Brenham, Texas
Sun Harvest	1	3.7	na
OTHER GROCERY STORES:		<u>3.2%</u>	
Ballard's (C)	12	3.2	McLane Co., Temple, Texas
Minit Mart	10		McLane Co., Temple, Texas
7-Eleven (C)	35		Southland Corp., Tyler, Texas
Stop & Go	32		McLane Co., Temple, Texas
Sunny's (C)	12	3.2	Grocers Supply Co., Houston, Texas
U-Tote-M (C)	57		McLane Co., Temple, Texas
Neil One Stop	8		McLane Co., Temple, Texas
Others	132		Various Suppliers
TOTAL	372	100.0%	

(C) Convenience Stores
na - not available

BEAUMONT

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Market Basket	17	<u>51.5%</u> 22.8	Grocers Supply, Houston, Texas
J. Weingarten (Grand Union)	12	18.3	(Own) Houston, Texas
Kroger	3	5.8	(Own) Houston, Texas
Safeway	2	2.8	(Own) Houston, Texas
Albertson's	1	1.8	(Own) Richardson, Texas
Winn-Dixie	3	na	(Own) Fort Worth, Texas
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Grocers Supply	70	<u>32.9%</u> 13.0	Houston, Texas
Affiliated Stores (A-G Stores)	38	6.9	Dallas, Texas
Gerland's	4	5.4	Grocers Supply, Houston, Texas
Malone & Hyde	20	4.8	Beaumont, Texas
Fleming Foods	9	1.8	Houston, Texas
Schepp's	10	1.0	Houston, Texas
LEADING INDEPENDENTS:			
Speirs Discount	4	<u>3.9%</u> 3.9	Malone & Hyde
OTHER GROCERY STORES:			
Howard Hatfield	2	<u>11.7%</u> 5.1	Affiliated Foods
Lucky/Gemco	1	2.1	Grocers Supply, Houston, Texas
O'Bannion's	16	1.5	Grocers Supply, Houston, Texas
Howard's Superettes	11	1.0	Affiliated Foods
Cliff's	18	1.0	Grocers Supply, Houston, Texas
Judice's French Market	2	1.0	Affiliated Foods
TOTAL	243	100.0%	

BRYAN

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Safeway	3	<u>75.0%</u> 26.0	(Own) Houston, Texas
Kroger	2	21.0	(Own) Houston, Texas
Skaggs	1	14.0	(Own) Richardson, Texas
Piggly Wiggly	3	10.0	(Own) Shreveport, La.
J. Weingarten	1	4.0	(Own) Houston, Texas
OTHER GROCERY STORES			
(Not including Convenience Stores)	25	<u>25.0%</u>	na
TOTAL	35	100.0%	

na - not available

CORPUS CHRISTI

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		86.0%	
H.E. Butt	19	50.0	(Own) Corpus Christi, Texas
Kroger	3	22.0	(Own) Houston, Texas
Handy Andy	5	10.0	(Own) San Antonio, Texas
Albertson's	1	3.0	Malone & Hyde, Beaumont, Texas
JFM Stores	3	1.0	L.L. Harris Wholesale, Corpus Christi, Texas
Foodland	2	na	na
LEADING INDEPENDENTS:		2.0%	
Super Mex Stores	4	2.0	Fleming Wholesale, San Antonio, Texas
OTHER GROCERY STORES		12.0%	
Maverick Markets	37	12.0	Groce-Wearden, Victoria, Texas
7-Eleven (C)	20		(Own) Tyler, Texas
Circle K	27		McLane Wholesale, Temple, Texas
Independents	na		L.L. Harris Wholesale, Corpus Christi, Texas & Groce-Wearden, Victoria, Texas
TOTAL	121+	100.0%	

(C) Convenience Stores
na - not available

EL PASO

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>71.0%</u>	
Safeway	12	<u>29.0</u>	(Own) El Paso, Texas
Furr's Super Mkts.	10	17.0	(Own) Lubbock, Texas
Texas Skaggs	3	12.0	Western Grocers, Albuquerque, N.M.
Gibson's Discount	3	8.0	Waples-Platter, Lubbock, Texas
Smith's Food King	3	3.0	Tri-State Assoc., El Paso, Texas
United Food	4	2.0	Tri-State Assoc., El Paso, Texas
Albertson's-Las Cruces	1	1.0	Waples-West, Lubbock, Texas
LEADING CONVENIENCE STORE CHAINS:			
Circle K	34	na	McLane Co., Temple, Texas
7-Eleven	19	na	McLane Co., Temple, Texas
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>8.0%</u>	
Shur-Save	16	<u>8.0</u>	Tri-State Assoc., El Paso, Texas
LEADING INDEPENDENTS:		<u>14.0%</u>	
Big 8 Stores	6	<u>9.0</u>	Tri-State Assoc., El Paso, Texas
Food City-El Rancho	5	5.0	Tri-State Assoc., El Paso, Texas
OTHER GROCERY STORES	na	<u>7.0%</u>	
TOTAL	116+	100.0%	

(C) Convenience Stores
na - not available

GALVESTON

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Gerland's Food Fair	3	na	Grocers Supply, Houston, Texas
J. Weingarten, Inc. (Grand Union)	1	na	(Own) Houston, Texas
Kroger's	1	na	(Own) Houston, Texas
Safeway	1	na	(Own) Houston, Texas
LEADING INDEPENDENTS:			
Alderigi Bros.	1	na	na
Menotti's	1	na	na
Micheletti's	2	na	na
O'Ambra Bros.	2	na	na
West End Grocery	1	na	na
Allen's Food King	1	na	na
OTHER GROCERY STORES:			
7-Eleven (C)	11	na	Southland Corp., Houston, Texas
U-Tote-M (C)	7	na	na
Stop-N-Go (C)	4	na	na
Ranger Food Market (C)	1	na	na
TOTAL	37		

LAREDO

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		<u>43.0%</u>	
HEB Food Stores	4	<u>23.0</u>	(Own) Corpus Christi, Tex.
Food City	2	15.0	San Antonio, Texas
Kroger Food Stores	1	5.0	(Own) Houston, Texas
Warehouse	2	na	na
LEADING INDEPENDENTS:			
		<u>34.7%</u>	
Tony's Supermarket	2	34.7	Various Suppliers
Alfredo Santos Grocery	1		
El Rio	1		
Jitney Jungle	1		
Santos River Drive Mall	1		
OTHER GROCERY STORES			
	na	<u>22.3%</u>	
TOTAL	15+	100.0%	

(C) Convenience Stores
na - not available

LUBBOCK

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>98.0%</u>	
United	10	35.0	Waples-West, Lubbock, Texas
Albertson's-Southco	3	30.0	Waples-West, Lubbock, Texas
Safeway	3	15.0	(Own) Oklahoma City
Furrs	8	11.0	(Own) Lubbock, Texas
Save 'N Gain	2	7.0	na
OTHER GROCERY STORES	na	<u>2.0%</u>	
TOTAL	26+	100.0%	

MIDLAND

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>93.0%</u>	
Gibson's	1	25.0	Waples West, Lubbock, Texas
Albertson's Southco	1	25.0	Waples West, Lubbock, Texas
Furrs	2	20.0	(Own) Lubbock, Texas
Safeway	3	15.0	(Own) El Paso, Texas
M-System	3	8.0	(Own) San Angelo, Texas
OTHER GROCERY STORES	na	<u>7.0%</u>	
TOTAL	10+	100.0%	

na - not available

ODESSA

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>91.0%</u>	
Gibson's	2	<u>25.0</u>	Waples West, Lubbock, Texas
Furr's	3	20.0	(Own) Lubbock, Texas
Albertson's Southco	1	18.0	Wapels West, Lubbock, Texas
Safeway	2	12.0	(Own) El Paso, Texas
Bill Sears	5	7.0	Affiliated Foods, Amarillo, Texas
M-System	1	5.0	(Own) San Angelo, Texas
Foodway	4	4.0	Fleming, San Antonio, Texas
7-Eleven (C)	19	na	Tri-State, San Antonio, Texas
Colonial	13	na	(Own) San Angelo, Texas
LEADING INDEPENDENTS:		<u>3.0%</u>	
Everybody's	2	<u>3.0</u>	Affiliated Foods, Amarillo, Texas
Odessa Frozen Foods	1	na	na
OTHER GROCERY STORES	na	<u>6.0%</u>	
TOTAL	53+	100.0%	

(C) Convenience Stores
na - not available

PORT ARTHUR

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
		<u>33.0%</u>	
Weingarten (Grand Union)	2	21.0	(Own) Houston, Texas
Safeway	2	12.0	(Own) Houston, Texas
LEADING CONVENIENCE STORE CHAINS:			
		<u>3.0%</u>	
Short Stop	4	1.0	Grocers Supply, Houston, Texas
Cliff's 7-11	4	0.5	Grocers Supply, Houston, Texas
Howard's Superette	5	0.5	Grocers Supply, Houston, Texas
Jif-E-Mart	4	0.5	Grocers Supply, Houston, Texas
Sak-N-Pak	10	0.5	Grocers Supply, Houston, Texas
VOLUNTARY &/OR COOPERATIVE GROUPS:			
		<u>56.0%</u>	
Market Basket	11	45.0	Grocers Supply, Houston, Texas
Discount Foods	3	8.0	Malone & Hyde, Beaumont, Texas
Judice's	2	3.0	Assoc. Grocers, Dallas, Texas
LEADING INDEPENDENTS:			
		<u>8.0%</u>	
Piggy Bank	1	3.0	Grocers Supply, Houston Texas
Golden Steer	1	1.0	Grocers Supply, Houston, Texas
Andy's Super Market	1	1.0	Grocers Supply, Houston, Texas
Blackies Food Market	1	1.0	Grocers Supply, Houston, Texas
Cothams	1	1.0	Assoc. Grocers, Dallas, Texas
Howdy Dowdy Food Store	1	0.5	Grocers Supply, Houston, Texas
Glen's 7-Eleven	2	0.5	Grocers Supply, Houston, Texas
TOTAL	55	100.0%	

SAN ANGELO

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>92.0%</u>	
M-System	4	25.0	(Own) San Angelo, Texas
Safeway	2	20.0	(Own) Dallas, Texas
Winn-Dixie	2	17.0	(Own) Fort Worth, Texas
Albertson's-Southco	1	17.0	Waples-Platter Co., Ft. Worth, Texas
Furrs	1	13.0	(Own) Lubbock, Texas
LEADING CONVENIENCE STORE CHAINS:			
Town & Country	11	na	(Own) San Angelo, Texas
Colonial Food	5	na	na
LEADING INDEPENDENTS:		<u>5.0%</u>	
Harry's	1	3.0	Affiliated Food, Dallas, Texas
Abbott's	1	2.0	Affiliated Food, Dallas, Texas
OTHER GROCERY STORES	na	<u>3.0%</u>	
TOTAL	28+	100.0%	

na - not available

TEMPLE

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>51.0%</u>	
H.E.B.	3	<u>25.0</u>	(Own) Corpus Christi, Texas
Safeway	1	15.0	(Own) Oakland, Cal.
Albertson's	1	7.0	na
7-Eleven (C)	10	4.0	Southland Corp., Dallas, Texas
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>33.0%</u>	
Piggly Wiggly	2	<u>15.0</u>	(Own) Shreveport, La.
Glidden's Red & White	1	7.0	McLane Co., Temple, Texas
Minimax	1	5.0	Fleming Company
Zippy	7	5.0	McLane Co., Temple, Texas
Smith's Red & White	1	1.0	McLane Co., Temple, Texas
LEADING INDEPENDENTS:		<u>7.0%</u>	
Strausburger's	1	<u>3.0</u>	Affiliated Grocers, Dallas, Texas
King Saver Food	1	2.0	Affiliated Grocers, Dallas, Texas
Lavendusky	1	1.0	Affiliated Grocers, Dallas, Texas
King's Grocery	1	1.0	McLane Co., Temple, Texas
OTHER GROCERY STORES	17	<u>9.0%</u>	
TOTAL	48	100.0%	

(C) Convenience Stores
na - not available

TYLER

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Brookshires-B-Mart	8	na	(Own) Tyler, Texas
Safeway	2	na	(Own) Garland, Texas
Gibson Discount	2	na	(Own) Tyler, Texas
Kroger	2	na	(Own) Irving, Texas
Skaggs-Alpha Beta	1	na	(Own) Dallas, Texas
LEADING CONVENIENCE STORE CHAINS:			
Cabell's	6	na	Southland Corp., Dallas, Texas
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Affiliated			Dallas, Texas
LEADING INDEPENDENTS:			
Graham Foods	3	na	Affiliated Foods, Dallas, Texas
Baird's Big Star	1	na	Affiliated Foods, Dallas, Texas
A&B Foods	1	na	Affiliated Foods, Dallas, Texas
Odom Foods	1	na	Affiliated Foods, Dallas, Texas
Lovin's Food	1	na	Affiliated Foods, Dallas, Texas
Phillips	1	na	Tyler, Texas
Whitaker	1	na	Tyler, Texas
OTHER GROCERY STORES	93	na	
TOTAL	123		

na - not available

WACO

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
H.E.B. Food Stores	6	<u>72.0%</u> 29.0	(Own) Corpus Christi, Texas
Safeway	5	22.5	(Own) Dallas, Texas
Skaggs	1	15.0	(Own) Dallas, Texas
Winn-Dixie	1	3.0	(Own) Fort Worth, Texas
United Super Market	1	1.5	Fleming, San Antonio, Texas
Jewel T	1	1.0	(Own)
LEADING CONVENIENCE STORE CHAINS:			
7-Eleven	28	<u>10.0%</u> 7.0	Southland Corp., Dallas, Texas
Zippy Food Stores	15	3.0	McLane Co., Temple, Texas
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Piggly Wiggly	6	<u>17.0%</u> 15.0	Operators Warehouse, Shreveport, La.
A-G Food Stores	7	2.0	Affiliated Food Stores, Dallas, Texas
OTHER GROCERY STORES			
	na	<u>1.0%</u>	
TOTAL	71+	100.0%	

na - not available

VERMONT

BURLINGTON

Market Area Covered: Chittenden County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>67.5%</u>	
Grand Union	9	31.0	(Own) Waterford, N.Y.
P & C	4	19.5	Cross Co., White River Jct., Vt.
Martin's	2	9.5	Hannaford Bros., Portland, Me.
A&P	1	7.5	(Own) Springfield, Mass.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>5.0%</u>	
IGA	7	5.0	Wetterau Foods, Keene, N.H.
LEADING INDEPENDENTS:		<u>7.5%</u>	
Kennett's IGA	1	7.5	Wettarau Foods, Keene, N.H.
OTHER GROCERY STORES	59	<u>20.0%</u>	
TOTAL	83	100.0%	

RUTLAND

Market Area Covered: Rutland County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>56.0%</u>	
Grand Union	5	25.0	(Own) Waterford, N.Y.
Martins	1	14.0	Hannaford Bros., Portland, Me.
First National	2	12.0	(Own) Somerville, Mass.
A&P	1	5.0	(Own) Albany, N.Y.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>3.0%</u>	
IGA	1	3.0	Wetterau Foods, Keene, N.H.
LEADING INDEPENDENTS:		<u>6.0%</u>	
California Fruit	1	3.0	The Cross Co., White River Jct., Vt.
Humiston Market Place	1	2.0	The Cross Co., White River Jct., Vt.
South End Food Market	1	1.0	The Cross Co., White River Jct., Vt.
OTHER GROCERY STORES	45	<u>35.0%</u>	
TOTAL	59	100.0%	

VIRGINIA

DANVILLE

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Kroger	2	na	(Own) Roanoke, Va.
Food World	1	na	(Own) High Point, N.C.
Winn-Dixie	2	na	(Own) Raleigh, N.C.
Big Star	1	na	Colonial Stores, Raleigh, N.C.
Old Dutch	4	na	J.W. Wyatt, Danville, Va.
7-Eleven (C)	4	na	Virginia Foods, Salem, Va.
Food Town	3	na	(Own) Salisbury, N.C.
Hop In (C)	3	na	Thomasson Howard, Hickory, N.C.
Fast Fare (C)	2	na	Thomasson Howard, Hickory, N.C.
Kwik Shop (C)	3	na	J.W. Wyatt & Co., Danville, Va.
Quick-N-Plenty (C)	2	na	J.W. Wyatt & Co., Danville, Va.
Quick-Chek (C)	3	na	J.W. Wyatt & Co., Danville, Va.
LEADING INDEPENDENTS:			
Wyatt & Hall Foods	1	na	J.W. Wyatt & Co., Danville, Va.
Midtown	1	na	J.W. Wyatt & Co., Danville, Va.
South Main Produce	1	na	J.W. Wyatt & Co., Danville, Va.
Best Way	1	na	(Own) Greensboro, N.C.
Eddie's Supermarket	1	na	Richfood, Richmond, Va.
OTHER GROCERY STORES	105	na	
TOTAL	140		

(C) Convenience Stores
na - not available

LYNCHBURG

Market Area Covered: ABC City & Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>64.0%</u>	
King's	11	24.0	Richfood, Richmond, Va.
Winn-Dixie	6	17.0	(Own) Raleigh, N.C.
Kroger	4	12.0	(Own) Roanoke, Va.
Big Star Markets	2	8.0	Colonial Store, Raliegh, N.C.
A&P	1	3.0	(Own) Richmond, Va.
LEADING CONVENIENCE STORE CHAINS:		<u>1.5%</u>	
7-Eleven	8	1.5	na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Quality Food Co-op		*	(Own) Lynchburg, Va.
Hill City Wholesale Co.		*	(Own) Lynchburg, Va.
LEADING INDEPENDENTS:			
Virginia Markets	1	*	(Own) Salem, Va.
Big Horn Quality Foods Corp	3	*	(Own) Lynchburg, Va.
Fairway	2	*	(Own) Lynchburg, Va.
OTHER GROCERY STORES	na	<u>34.5%</u>	
TOTAL	38+	100.0%	

NEWPORT NEWS

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>52.0%</u>	
Farm Fresh	7	18.0	Richfoods, Richmond, Va.
Pantry Pride	6	13.0	(Own) Baltimore, Md.
Safeway	6	9.0	(Own) Richmond, Va.
Giant Open Air	2	5.0	(Own) Norfolk, Va.
Be-Lo	4	4.0	Economy Stores, Norfolk, Va.
A&P	3	3.0	(Own) Richmond, Va.
LEADING INDEPENDENTS:		<u>13.0%</u>	
Lou Smith	3	11.0	Richfoods, Richmond, Va.
Manor Markets	2	2.0	Richfoods, Richmond, Va.
OTHER GROCERY STORES	164	<u>35.0%</u>	
TOTAL	197	100.0%	

na - not available

* Included in "Other Grocery Stores"

NORFOLK-VA. BEACH-PORTSMOUTH, VA.-N.C.

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>25.0%</u>	
A&P	10	6.0	(Own) Richmond, Va.
7-Eleven (C)	142	6.0	Tidewater Whlsl., Norfolk, Va.
Pantry Pride	5	5.0	(Own) Baltimore, Md.
Safeway	7	4.0	(Own) Richmond, Va.
Winn-Dixie	5	4.0	(Own) Raleigh, N.C.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>57.5%</u>	
Economy Stores Inc., total	160		(Own) Norfolk, Va.
(including: Be-Lo	27	11.0	Economy Stores, Norfolk, Va.
Earles	6	6.0	Economy Stores, Norfolk, Va.
Valu-Fair)	5	3.5	Economy Stores, Norfolk, Va.
Giant Open Air	10	14.0	Bisese & Consol Inc., Norfolk, Va.
Tinee Giant (C)	29	1.0	Bisese & Consol Inc., Norfolk, Va.
Richmond Food Stores, Inc., total			
(including: Farm Fresh	11	20.0	Richmond Food Stores
Boulevard)	5	2.0	Richmond Food Stores
OTHER GROCERY STORES	339	<u>17.5%</u>	
TOTAL	761	100.0%	

(C) Convenience Stores

PETERSBURG-COLONIAL HEIGHTS

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>46.9%</u>	
Safeway Stores	4	22.5	(Own) Richmond, Va.
A&P	1	6.5	(Own) Richmond, Va.
Pantry Pride	2	6.3	(Own) Norfolk, Va.
Colonial/Big Star	2	5.6	(Own) Norfolk, Va.
Winn-Dixie	2	4.2	na
7-Eleven (C)	11	1.8	na
LEADING INDEPENDENTS:		<u>13.8%</u>	
Harrison's Market	2	13.8	Richfood, Richmond, Va.
Produce Center #2	1		
Hines Food Center	1		
Liberty Food Market	1		
Young's Super Market	1		
Edgehill Super Market	1		
Ettrick Super Market	1		
Gates Foodland	1		
Julian A. Pugh's Super Market	1		
Lou Weiner's Food Market	1		
Goin's Bi-Rite Food Stores	1		
Dinwiddie Super Market	1		
I.G.A. Blue Ridge Grocery	1		
Robinson's Market	1		
Try Me Grocery	1		
Fifth Ward Grocery	1		
Moogalian's Super Market	1		
OTHER GROCERY STORES	44	<u>39.3%</u>	
TOTAL	84	100.0%	

(C) Convenience Stores
na - not available

RICHMOND

Market Area Covered: Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS*:		<u>52.0%</u>	
Safeway	26	31.0	(Own) Richmond, Va.
A&P	11	14.0	(Own) Richmond, Va.
Big Star	9	5.0	(Own) Virginia Beach, Va.
Winn-Dixie	5	2.0	(Own) Raleigh, N.C.
VOLUNTARY &/OR COOPERATIVE GROUPS*:		<u>37.0%</u>	
Richfood:			(Own) Richfood, Richmond, Va.
Ukrops	12	19.0	
Pantry Pride	5	4.0	
Siegels	5	4.0	
Farm Fresh	2	3.0	
Memco	1	3.0	
Foodtown	3	2.0	
Lukhards	6	2.0	
OTHER GROCERY STORES	na	<u>11.0%</u>	
TOTAL	89	100.0%	

ROANOKE

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>93.0%</u>	
Kroger	10	47.0	(Own) Salem, Va.
Mick-or-Mack	11	22.0	(Own) Salem, Va.
Winn-Dixie	5	15.0	(Own) Raleigh, N.C.
Food World	1	4.0	Malone & Hyde, Salem, Va.
Thriftway	3	3.0	Richmond Foods, Richmond, Va.
Sureway/Bestway	5	2.0	Malone & Hyde, Salem, Va.
OTHER GROCERY STORES	226	<u>7.0%</u>	
TOTAL	261	100.0%	

* Surveyed stores only.

WASHINGTON

BREMERTON

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Shop-Rite	4	na	West Coast Grocery, Tacoma, Wash.
Safeway	4	na	(Own) Bellevue, Wash.
Albertson	2	na	West Coast Grocery, Tacoma, Wash.
Prairie Market	2	na	Tradewell, Inc., Kent, Wash.
Tradewell	1	na	Tradewell, Inc., Kent, Wash.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Thriftway	6	na	Assoc. Grocers, Seattle, Wash.
Family Grocer	1	na	Assoc. Grocers, Seattle, Wash.
Mark-It Foods	1	na	Assoc. Grocers, Seattle, Wash.
IGA	3	na	American Strevel, Kent, Wash.
TOTAL	23		

LONGVIEW

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Minit Mart	7	na	na
Safeway	3	na	(Own)
Fred Meyer	1	na	(Own)
Albertson	1	na	West Coast Grocers, Salem, Oregon
Prairie Market	1	na	Tradewell, Kent, Wash.
Keil's	1	na	American-Strevell, Kent, Wash.
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Thriftway	1	na	N.W. Grocers
LEADING INDEPENDENTS:			
Mark 'n Pak	1	na	Assoc. Groc., Seattle, Wash.
Mark 'n Save	1	na	American-Strevell, Kent, Wash.
Markit	1	na	Assoc. Groc., Seattle, Wash.
TOTAL	18	na	

na - not available

SPOKANE

Market Area Covered: Metropolitan Spokane County	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>72.5%</u>	
Safeway	12	<u>22.5</u>	(Own) Spokane, Wash.
Rosauer's	12	20.5	URM, Spokane, Wash.
Albertson's	8	20.5	Roundup, Spokane, Wash.
Warehouse Markets, Inc.	3	7.0	Roundup, Spokane, Wash.
Circle K (C)	8	1.0	Roundup, Spokane, Wash.
7-Eleven (C)	17	1.0	American-Strevell Wholesale Grocery
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>19.5%</u>	
Excell	9	<u>7.0</u>	URM, Spokane, Wash.
Starco	5	5.0	West Coast, Spokane, Wash.
IGA	3	4.5	West Coast, Spokane, Wash.
Thrift	6	1.0	URM, Spokane, Wash.
Food Mart	2	1.0	URM, Spokane, Wash.
Empire	2	0.5	West Coast, Spokane, Wash.
Food City	5	0.5	URM, Spokane, Wash.
LEADING INDEPENDENTS:	90	<u>8.0%</u>	
TOTAL	182	100.0%	

(C) Convenience Stores

TACOMA

Market Area Covered: Retail Trading Zone (Pierce and South King Counties)	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>67.0%</u>	
Safeway	22	<u>37.0</u>	(Own) Bellevue, Wash.
Lucky Stores	7	9.0	West Coast Grocery, Tacoma, Wash.
Piggly Wiggly	10	6.0	West Coast Grocery, Tacoma, Wash.
Fred Meyer	3	5.0	(Own) Portland, Oregon
Prairie Markets	9	4.0	Tradewell, Kent, Wash.
7-Eleven (C)	28	3.0	McClean Northwest, Tacoma, Wash.
The Family Grocers	5	2.0	Assoc. Grocers, Seattle, Wash.
Albertson's	1	1.0	West Coast Grocery, Tacoma, Wash.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>8.0%</u>	
NFC (Neighborhood Food Centers)/ (Shoprite)	12	5.0	West Coast Grocery, Tacoma, Wash.
Holiday Thriftway	2	3.0	Assoc. Grocers, Seattle, Wash.
LEADING INDEPENDENTS:		<u>8.0%</u>	
Manley's	3	<u>4.0</u>	West Coast Grocery, Tacoma, Wash.
Lively Markets	4	1.0	na
Bi-Lo	1	1.0	West Coast Grocery, Tacoma, Wash.
Save Mart Market	1	1.0	Assoc. Grocers, Seattle, Wash.
Johnny's	1	1.0	Assoc. Grocers, Seattle, Wash.
OTHER GROCERY STORES		<u>17.0%</u>	
Mark-It Foods	6	<u>10.0</u>	Assoc. Grocers, Seattle, Wash.
Mark 'N Pak (Holiday Foods)	1	2.0	Assoc. Grocers, Seattle, Wash.
Mark 'N Save	1	1.0	West Coast Groc., Tacoma, Wash.
Others, Military, etc.	24	4.0	Direct and assorted
TOTAL	141	100.0%	

(C) Convenience Stores
na - not available

WALLA WALLA

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		43.0%	
Safeway	3	28.0	(Own) Spokane, Wash.
Albertson's	1	15.0	Roundup Co., Spokane, Wash.
LEADING INDEPENDENTS:		57.0%	
Fleenors	2	18.0	U.R.M., Spokane, Wash.
Danielson's Foods	1	9.0	United Grocers, Portland, Oregon
Wade's Thriftway	1	9.0	Assoc. Groc., Seattle & Yakima, Wash.
Mark & Pak	1	8.0	Assoc. Groc., Seattle & Yakima, Wash.
Prices Sentury	1	5.0	United Groc., Portland, Oregon
Andy's Market	1	4.0	U.R.M., Spokane, Wash.
Farmers Market	1	3.0	Assoc. Groc., Seattle & Yakima, Wash.
Pioneer Market	1	1.0	U.R.M., Spokane, Wash.
TOTAL	13	100.0%	

WENATCHEE

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Safeway	2	na	(Own) Bellevue, Wash.
Albertson's	1	na	Roundup Co., Spokane, Wash.
Buttrey Foods	1	na	Jewel Co., Boise, Idaho
Prairie Market	1	na	Tradewell, Inc., Kent, Wash.
Top Foods	1	na	Associated Grocers, Seattle, Wash.
7-Eleven (C)	3	na	Amer. Whlsl. Groc., Co., Kent, Wash.
LEADING INDEPENDENTS:			
Peter Rabbit Stores	1	na	Roundup Co., Spokane, Wash.
Fleenor's	1	na	Roundup Co., Spokane, Wash.
Gordon's Foods	1	na	Associated Grocers, Seattle, Wash.
Plaza Super Jet (C)	1	na	U.R.M., Spokane, Wash.
OTHER GROCERY STORES	23	na	
TOTAL	36		

(C) Convenience Stores
na - not available

WEST VIRGINIA

BLUEFIELD

Market Area Covered:	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
ABC Retail Trading Zone (Mercer County, W.Va. & Tazewell County, Va.)			
LEADING CHAINS:		71.0%	
Kroger	5	24.0	(Own) Salem, Va.
Acme	5	23.0	(Own) North Tazewell, Va.
Deskins	7	21.0	(Own) North Tazewell, Va.
A&P	1	3.0	(Own) Richmond, Va.
VOLUNTARY &/OR COOPERATIVE GROUPS:		14.0%	
IGA	8	14.0	Virginia Foods, Fall Mills, Va.
OTHER GROCERY STORES	na	15.0%	
TOTAL	26+	100.0%	

CHARLESTON

Market Area Covered:	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
Standard Metropolitan Area			
LEADING CHAINS:		48.0%	
Kroger	13	45.0	(Own) Salem, Va.
Super Valu	3	3.0	(Own) Xenia, Ohio
VOLUNTARY &/OR COOPERATIVE GROUPS:		22.0%	
Big Star	8	17.0	Scot Lad, Clarksburg, W. Va.
Foodland	5	5.0	Wetterau, Milton, W. Va.
IGA	3	na	McLean Groceries, Massillon, Ohio
LEADING INDEPENDENTS:		24.0%	
Fas-Chek	14	16.0	Malone & Hyde, Lexington, Ky.
Key Markets & Little Giant Mkts.	24	8.0	Creasey Co., Kenova, W. Va.
OTHER GROCERY STORES	na	6.0%	
TOTAL	70+	100.0%	

na - not available

HUNTINGTON-ASHLAND, W. VA.-KY.-OHIO

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>20.8%</u>	
Kroger	6	<u>11.1</u>	(Own) Salem, Va.
Big Bear	3	9.7	(Own) Columbus, Ohio
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>4.0%</u>	
IGA	9	4.0	McLain Grocery, Massillon, Ohio
LEADING INDEPENDENTS:		<u>61.0%</u>	
Tradewell	7	<u>14.0</u>	Service Wholesale, Colloden, W. Va.
Foodland	6	10.0	Service Sales, Inc.
B & B Market	1	9.7	Assoc. Groc., Huntington, W. Va.
Gateway	5	7.0	Creasey Co., Kenova, W. Va.
Food King	7	7.0	Assoc. Groc., Huntington, W. Va.
Mussetter's	5	6.0	Super Value, Xenia, Ohio
Key Markets	11	5.9	Creasey Co., Kenova, W. Va.
Thriftway	6	1.0	Assoc. Groc., Huntington, W. Va.
Little Giant	5	0.4	Creasey Co., Kenova, W. Va.
OTHER GROCERY STORES	100	<u>14.2%</u>	
TOTAL	171	100.0%	

WHEELING

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>35.0%</u>	
Kroger	6	<u>30.5</u>	(Own) Solon, Ohio
A&P	2	4.5	(Own) Columbus, Ohio
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>37.6%</u>	
Foodland	5	<u>30.3</u>	Fox Groc. Co., Belle Vernon, Pa.
IGA	17	7.3	(Own) Massillon, Ohio
LEADING INDEPENDENTS:		<u>21.9%</u>	
Convenient Foods	10	<u>6.5</u>	Wheeling Whlsl. Groc., Wheeling, W. Va.
New Coop	10	4.5	Wheeling Whlsl. Groc., Wheeling, W. Va.
Tusco's	14	3.5	na
Hart's	1	3.3	Big Bear, Columbus, Ohio
State Foods	4	2.6	Wheeling Whlsl. Groc., Wheeling, W. Va.
Super \$	1	1.5	McKeesport, Pa.
OTHER GROCERY STORES	na	<u>5.5%</u>	
TOTAL	70+	100.0%	

na - not available

WISCONSIN

APPLETON

Market Area Covered:	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
Counties of Calumet, Outagamie and Winnebago			
LEADING CHAINS:		51.0%	
Save-U-Foods	6	25.0	Schultz Bros., Sheboygan, Wis.
Super Valu	3	9.0	Green Bay, Wis.
Kohl's	2	8.0	(Own) Milwaukee, Wis.
Sentry	2	5.0	Godfrey Co., Waukesha, Wis.
Red Owl	2	4.0	Green Bay, Wis. & Hopkins, Minn.
VOLUNTARY &/OR COOPERATIVE GROUPS:		8.0%	
Super Saving Stores	26	5.0	S.C. Shannon, Appleton, Wis.
Associated Grocers	27	3.0	United Groc., Little Chute, Wis.
LEADING INDEPENDENTS:		41.0%	
Gordy's Food Fair	2	15.0	S.C. Shannon, Appleton, Wis.
Towne & Country Mkts.	3	13.0	S.C. Shannon, Appleton, Wis.
Park 'N Market	4	10.0	S.C. Shannon, Appleton, Wis.
Hal's K mart	1	2.0	Red Owl, Green Bay, Wis.
Farmer's Mkt.	1	1.0	Carpenter-Cooke, Michigan
WAREHOUSE OPERATIONS:			
Pick 'N' Save	1	na	Roundy's United Foods, Little Chute, Wis.
Cub Foods	1	na	Super Valu, Hopkins, Minn.
TOTAL	82	100.0%	

GREEN BAY

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		69.0%	
Sure Way	10	32.0	S.C. Shannon, Appleton, Wis.
Country-Store	3	14.0	Red Owl, Green Bay, Wis.
Cub Foods	2	14.0	Super Valu, Green Bay, Wis.
Kohl's	2	8.0	(Own) Milwaukee, Wis.
Piggly Wiggly	1	1.0	Shultz Sav-O-Stores, Sheboygan, Wis.
VOLUNTARY &/OR COOPERATIVE GROUPS		21.0%	
Sentry	3	9.0	Godfrey Co., Waukesha, Wis.
Super Ron's	4	6.0	Super Valu, Green Bay, Wis.
Red Owl Agency Stores	3	6.0	Red Owl, Green Bay, Wis.
LEADING INDEPENDENTS:		5.0%	
Market Place	1	2.0	Carpenter Cook, Marinette, Wis.
Biebel's	1	1.0	United Grocers, Little Chute, Wis.
Le Capitaine's	1	1.0	S.C. Shannon, Appleton, Wis.
Blazei's	1	1.0	S.C. Shannon, Appleton, Wis.
OTHER GROCERY STORES	40	5.0%	
TOTAL	72	100.0%	

MADISON

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		79.2%	
Eagle	7	19.6	Lucky Stores, Milan, Ill.
Certified	56	18.8	Chicago, Ill.
Kohl's	6	15.8	(Own) Milwaukee, Wis.
Sentry	7	14.1	(Own) Milwaukee, Wis.
Copp's	3	10.9	(Own) Stevens Point, Wis.
VOLUNTARY &/OR COOPERATIVE GROUPS:		7.4%	
IGA	6	2.7	Gateway Foods, La Crosse, Wis.
Roundy's	5	2.2	na
Piggly Wiggly	1	1.4	Shultz Sav-O Stores, Sheboygan, Wis.
Super Valu	2	1.1	Super Valu, Green Bay, Wis.
OTHER GROCERY STORES (Stop 'N Go, Open Pantry, PDQ, plus all others)	44	13.4%	Various
TOTAL	137	100.0%	

na - not available

RACINE

Market Area Covered: ABC City Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		47.8%	
Sentry	4	20.1	(Own) Waukesha, Wis.
Piggly Wiggly	7	17.6	(Own) Sheboygan, Wis.
Kohl's	3	10.1	(Own) Milwaukee, Wis.
VOLUNTARY &/OR COOPERATIVE GROUPS:		11.0%	
Roundy's	1	6.8	Milwaukee, Wis.
Super Valu	1	4.2	Green Bay, Wis.
LEADING INDEPENDENTS:			
Matranga	1	*	na
Chopyak	1	*	na
Berres	1	*	na
Randalls Country Market	1	na	Super Valu, Green Bay, Wis.
OTHER GROCERY STORES:		41.2%	
Open Pantry	8	2.1	Racine, Wis.
PDQ	3	0.7	na
White Hen	1	0.3	na
Other	na	38.1	
TOTAL	32+	100.0%	

*Included in "Other Grocery Stores"
na - not available

SHEBOYGAN

Market Area Covered: Counties of Sheboygan, Calumet and Ozaukee	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Piggly Wiggly	6	na	Schultz Sav-O-Stores, Sheboygan, Wis.
Sentry	1	na	Godfrey Co.
Austins	2	na	United Grocers
LEADING INDEPENDENTS:			
Park & Shop	6	na	Shannon, Appleton, Wis.
Bill's Red Owl	1	na	Red Owl, Green Bay, Wis.
Country Store	1	na	Red Owl, Green Bay, Wis.
Luedke's	1	na	Schultz Sav-O-Stores, Sheboygan, Wis.
OTHER GROCERY STORES:			
Triangle Market	1	na	Schultz Sav-O-Stores, Sheboygan, Wis.
Ford Farms	3	na	Schultz Sav-O-Stores, Sheboygan, Wis.
Sunnyside Foods	1	na	Schultz Sav-O-Stores, Sheboygan, Wis.
TOTAL	23		

WYOMING

CASPER

Market Area Covered: ABC City & Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Mini Marts	12	na	McLane Western, Denver, Colo.
Safeway	3	na	(Own) Denver, Colo.
Albertson's	2	na	Western Grocers, Denver, Colo.
Buttrey Foods	2	na	A.G. Denver, Colo.
LEADING INDEPENDENTS:	1	na	A.G., Denver, Colo.
OTHER GROCERY STORES:			
Elk Street Grocery	1	na	A.G., Denver, Colo.
Grant Street Grocery	1	na	A.G., Denver, Colo.
Gil's Market	1	na	A.G., Denver, Colo.
Hutsells Pay 'N Save	1	na	A.G., Denver, Colo.
Ideal Grocery	1	na	A.G., Denver, Colo.
Jerry's Market	1	na	A.G., Denver, Colo.
TOTAL	26		

na - not available

CHEYENNE

Market Area Covered: ABC City & Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Mini-Mart (C)	9	na	Casper, Wyo. Hq.
Safeway	4	na	(Own) Denver, Colo.
Albertson's	2	na	(Own) Boise, Idaho
National Foods	2	na	(Own) Denver, Colo.
Buttrey Foods	2	na	Billings, Mont.
LEADING INDEPENDENTS:			
Super Foods (AG)	1	na	Assoc. Groc., Cheyenne, Wyo.
TOTAL	20		

LARAMIE

Market Area Covered: ABC City & Retail Trading Zone	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Safeway Stores, Inc.	1	na	(Own) Denver, Colo.
Albertson's	1	na	Denver, Colo.
Buttrey Food Stores	1	na	(Own) Great Falls, Mont.
LEADING INDEPENDENTS:			
Ideal Super Stores	1	na	A.G., Denver, Colo.
Corner Market	1	na	A.G., Denver, Colo.
West Laramie Fly Store	1	na	A.G., Denver, Colo.
Rainbow Grocery	1	na	A.G., Denver, Colo.
TOTAL	7		

(C) Convenience Stores
na - not available

BRITISH COLUMBIA**CANADA****VANCOUVER**

Market Area Covered: Census Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Safeway	49	na	(Own) Vancouver, B.C.
Shop Easy	30	na	Kelly Douglas, Vancouver, B.C.
Overwaitea	8	na	(Own) Vancouver, B.C.
Lucky Dollar	6	na	Kelly Douglas, Vancouver, B.C.
Woodwards Food Stores	7	na	na
Econo-Mart	2	na	Kelly Douglas, Vancouver, B.C.
LEADING CONVENIENCE STORE CHAINS:			
Mac's	49	na	na
7-Eleven	17	na	na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Affiliated Accounts	29	na	na
Assoc. Merchants of B.C.	94	na	Kelly Douglas, Vancouver, B.C.
Super Valu	35	na	Kelly Douglas, Vancouver, B.C.
IGA	27	na	H.Y. Louie, Vancouver, B.C.
Red & White	12	na	Kelly Douglas, Vancouver, B.C.
Federated Co-op	7	na	(Own) Vancouver, B.C.
Stongs	5	na	na
TOTAL	377+		

na - not available

VICTORIA

Market Area Covered: Census Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		69.0%	
Safeway	10	40.0	(Own)
Woodwards	1	11.0	(Own) Vancouver, B.C.
Warehouse Food Stores	4	9.0	na
Shop-Easy Stores	6	9.0	Kelly Douglas
LEADING CONVENIENCE STORE CHAINS:		0.5%	
Mac's	4	0.5	na
VOLUNTARY &/OR COOPERATIVE GROUPS:			
Associated Merchants, Ltd.			Victoria, B.C.
Slade & Stewart Ltd.			Victoria, B.C.
LEADING INDEPENDENTS:		23.0%	
Fairway	1	8.0	na
Economart	1	4.0	na
Low Cost	16	4.0	na
Capital Foods	2	3.0	na
Saanick Peninsula Co-op	1	2.0	na
Wellburns	1	2.0	na
OTHER GROCERY STORES	165	7.5%	
TOTAL	212	100.0%	

ALBERTA/CALGARY

Market Area Covered: Census Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Mac's	49	na	Western Grocers
Safeway	32	na	(Own) Vancouver, B.C.
7-Eleven	35	na	(Own) Burnaby, B.C.
VOLUNTARY &/OR COOPERATIVE GROUPS			
Calgary Co-op	11	na	Federated Cooperative, Calgary
Super Valu	6	na	Western Grocers
IGA	4	na	Horne & Pitfield, Edmonton
Allwest Supermarkets Ltd.	5	na	Assoc. Groc., Calgary
Food City	4	na	Assoc. Groc., Calgary
Food Vale	1	na	Assoc. Groc., Calgary
LEADING INDEPENDENTS:			
Loaf'N Jug Foods	8	na	Assoc. Groc., Calgary
TOTAL	155		

na - not available

ONTARIO/HAMILTON

Market Area Covered: Census Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:			
Dominion	16	na	(Own) Toronto, Ontario
Loblaws	11	na	(Own) Toronto, Ontario
Miracle Food Mart (Steinbergs)	12	na	(Own) Toronto, Ontario
A&P	6	na	(Own) Toronto, Ontario
Safeway	6	na	(Own) Toronto, Ontario
Food City	4	na	Oshawa Group, Oshawa, Ontario
Red & White	3	na	(Own) Toronto, Ontario
Zehrs	1	na	(Own) Toronto, Ontario
VOLUNTARY &/OR COOPERATIVE GROUPS:			
IGA	8	na	Oshawa Group, Oshawa, Ontario
LEADING INDEPENDENTS:			
Fortino	4	na	na
Commisso	2	na	na
Lo Food	2	na	
TOTAL	75		

na - not available

KITCHENER

Market Area Covered:	No. of	% of	Principal Supplier
Census Metropolitan Area	Stores	Market's Grocery Store Sales	
LEADING CHAINS:		<u>84.6%</u>	
Zehrs	17	84.6	(Own) Cambridge, Ontario
Dutch Boy	6		Oshawa Group, Oshawa, Ontario
Dominion	2		(Own) Toronto, Ontario
Miracle Food Mart	3		Steinberg's, Toronto, Ontario
Food Barn	1		Steinberg's, Toronto, Ontario
Darrigo's	1		(Own) Toronto, Ontario
A&P	1		(Own) Toronto, Ontario
Valdi	1		Steinberg's, Toronto, Ontario
LEADING CONVENIENCE STORE CHAINS:			
Mac's Milk	14	*	Lumsden Wholesalers, Hamilton, Ontario
Little Short Stop	18		National Grocers, Kitchener, Ontario
Becker's Milk	13		National Grocers, Kitchener, Ontario
Kwikie Minit Markets	13		National Grocers, Kitchener, Ontario
Dutch Girl	4		Oshawa Group, Oshawa, Ontario
LEADING INDEPENDENTS:		<u>12.5%</u>	
Knechtel's	1	12.5	(Own) Kitchener, Ontario
Peter's	1		Knechtel's, Kitchener, Ontario
Grandy's	1		Knechtel's, Kitchener, Ontario
Central Meat Market	1		(Own) Kitchener, Ontario
Hiway Market	1		(Own) Kitchener, Ontario
OTHER GROCERY STORES	25	<u>2.9%</u>	
TOTAL	127	100.0%	

*Included in percent of sales for "Leading Chains."

OTTAWA

Market Area Covered: Census Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		64.5%	
Loblaw	14	23.3	National Grocers, Ottawa
Dominion	13	20.0	(Own) Montreal
Steinberg	12	19.6	(Own) Toronto
A&P	3	1.6	(Own) Toronto
LEADING CONVENIENCE STORE CHAINS:		6.6%	
Mac's Milk	50	3.0	Silverwood Industries
Pinto	33	2.8	M. Loeb, Ottawa
Beckers	15	0.8	National Grocers, Ottawa
VOLUNTARY &/OR COOPERATIVE GROUPS:		12.3%	
IGA	32	12.3	M. Loeb, Ottawa
LEADING INDEPENDENTS:		1.5%	
Provibec	6	0.5	Provigo, Ottawa
Much More	5	0.4	M. Loeb, Ottawa
Red & White	3	0.3	National Grocers, Ottawa
Provipop	4	0.3	Provigo, Ottawa
OTHER GROCERY STORES	183+	15.1%	
TOTAL	373+	100.0%	

TORONTO

Market Area Covered: Standard Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>79.1%</u>	
Dominion	129	<u>31.5</u>	(Own) Toronto
Loblaws	80	15.5	(Own) Toronto
Miracle Mart	35	12.5	Steinberg's Limited, Toronto
Food City (Oshawa)	12	6.2	Oshawa Group, Toronto
A&P	40	4.5	(Own) Toronto
Safeway	12	2.5	(Own) Toronto
Knob Hill Farms	5	4.0	(Own) Toronto
Darrigo Supermarkets	5	1.2	(Own) Toronto
Darrigo Food Markets	9	1.2	(Own) Toronto
LEADING CONVENIENCE STORES:		<u>5.9%</u>	
Sunnybrook	5	<u>0.6</u>	(Own) Toronto
Becker's	269	3.5	National Grocers Co.
Mac's Milk	150	1.7	(Own) Toronto
Your Pantry	9	0.1	na
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>4.0%</u>	
IGA	52	<u>3.2</u>	Oshawa Group, Toronto
Red & White	16	0.8	National Grocers Co.
LEADING INDEPENDENTS:		<u>1.8%</u>	
Bittner's	16	<u>0.7</u>	Dominion Stores, Toronto
Ziggy's	16	0.6	Loblaws Limited, Toronto
Dixie Market	1	0.3	na
Discount Food	1	0.1	Dominion Stores, Toronto
Super Save	1	0.1	National Grocers Co.
OTHER GROCERY STORES	774+	<u>9.2%</u>	
TOTAL	1,637+	100.0%	

na - not available

QUEBEC

MONTREAL

Market Area Covered: Metropolitan Area	No. of Stores	% of Market's Grocery Store Sales	Principal Supplier
LEADING CHAINS:		<u>50.8%</u>	
Steinberg	89	<u>30.1</u>	(Own) Montreal, P.Q.
Dominion	71	15.4	(Own) Montreal, P.Q.
A&P	12	2.1	(Own) Montreal, P.Q.
Hypermarche	3	1.5	Hudon et Deaudelin
AVA	5	0.9	Provigo (Montreal)
Vincent	7	0.8	(Own) Montreal, P.Q.
VOLUNTARY &/OR COOPERATIVE GROUPS:		<u>27.7%</u>	
Metro	145	<u>8.6</u>	Metro-Richelieu Inc., Montreal, P.Q.
IGA-Boniprix	83	5.1	Hudon et Deaudelin, Montreal, P.Q.
Provigain	40	4.1	Provigo (Montreal) Inc., Montreal, P.Q.
Richelieu-Select	70	3.3	Metro-Richelieu Inc., Montreal, P.Q.
Provibec	50	1.9	Provigo (Montreal) Inc., Montreal, P.Q.
Champion	140	1.7	Provigo (Montreal) Inc., Montreal, P.Q.
L'Equipe	47	1.1	Hudon et Deaudelin, Montreal, P.Q.
H.H.	45	0.8	H. Harwood Ltee., Montreal, P.Q.
Provipop	40	0.7	Provigo (Montreal) Inc., Montreal, P.Q.
Lucerne	6	0.4	Legault & Masse Ltee., Montreal, P.Q.
LEADING INDEPENDENTS:		<u>0.9%</u>	
Cooprix	3	<u>0.6</u>	Federation des Magasins Co-op, Quebec City
Warsaw	2	0.3	(Own) Montreal
OTHER GROCERY STORES	992+	<u>20.6%</u>	
TOTAL	1,850	100.0%	

PROFILES OF LEADING FOOD CHAINS

1981 STATISTICS FOR 33 LEADING FOOD CHAINS

Company	Sales (000's)		Chg.	Net Income (000's)		Chg.	% Net Income to Sales		Pre-Tax Income (000's)		Shareholders' Equity (000's)		% Net Income to Shareholders' Equity	
	1981	1980		1981	1980		1981	1980	1981	1980	1981	1980	1981	1980
Albertson's	\$3,480,570	\$3,039,129	+ 14.53	\$48,478	\$40,690	+ 19.14	1.39	1.34	\$88,777	\$75,290	\$238,792	\$202,814	20.30	20.06
Allied Supermarkets(A)	609,384	534,833	+ 13.94	5,498	19,795	- 72.23	0.90	3.70	7,698	3,836	(2,574)	(8,072)	-	-
American Stores	7,096,590	6,419,884	+ 10.54	64,552	51,553	+ 25.21	0.91	0.80	118,968	92,096	289,593	243,868	22.29	21.14
Borman's(B)	976,940	948,145	+ 3.04	(3,462)	33	-	-	-	(3,142)	3,185	28,262	32,006	-	-
Cullum Cos.	974,934	864,974	+ 12.71	13,645	11,290	+ 20.86	1.40	1.31	23,356	19,153	66,804	56,152	20.43	20.11
Dillon Cos.	2,494,578	2,077,265	+ 20.09	41,688	27,397	+ 52.16	1.67	1.32	75,453	43,717	186,107	162,850	22.40	16.82
Dominion Stores(C)	2,560,576	2,771,703	- 7.62	45,626	28,009	+ 62.90	1.78	1.01	33,298	48,547	424,575	200,796	10.74	13.95
First Nat'l Supermarkets	1,201,258	1,230,173	- 2.35	5,070	7,536	- 32.72	0.42	0.61	6,063	7,316	36,787	44,036	13.78	17.11
Fisher Foods(D)	1,492,709	1,412,962	+ 5.64	21,135	6,703	+215.28	1.42	0.47	38,917	8,942	87,262	80,121	24.22	8.37
Foodarama	421,508	412,890	+ 2.09	803	(1,279)	-	0.19	-	348	(3,433)	21,021	20,219	3.82	-
George Weston(E)	7,428,609	6,776,728	+ 9.62	95,303	83,562	+ 14.05	1.28	1.23	162,801	139,147	591,000	526,000	16.13	15.89
Giant Food	1,683,881	1,483,476	+ 13.51	16,769	18,308	- 8.41	1.00	1.23	25,036	31,994	132,610	121,314	12.63	15.09
Great A&P(F)	6,226,755	6,989,529	- 10.91	(101,633)	(43,049)	-	-	-	(224,633)	(36,049)	302,153	403,786	-	-
Jewel Cos.(G)	5,107,614	4,267,922	+ 19.67	101,570	55,210	+ 84.15	1.99	1.29	111,488	63,034	555,750	504,530	18.29	10.94
Kroger Cos.(H)	11,266,520	10,316,741	+ 9.21	129,484	102,786	+ 25.97	1.15	1.00	194,289	162,560	807,471	671,366	16.04	15.31
Loblaws Cos.(I)	5,794,531	5,374,796	+ 7.81	52,649	46,193	+ 13.98	0.91	0.86	83,022	73,286	316,711	277,167	16.62	16.67
Lucky Stores	7,201,404	6,468,682	+ 11.33	95,452	90,458	+ 5.52	1.33	1.40	166,230	160,228	491,127	451,613	19.44	20.03
Marsh Supermarkets	535,365	491,610	+ 8.90	7,182	4,501	+ 59.56	1.34	0.92	10,621	7,043	36,089	30,273	19.90	14.87
Nash Finch	1,057,844	973,716	+ 8.64	10,902	10,447	+ 4.36	1.03	1.07	19,840	18,450	80,338	74,509	13.57	14.02
Oshawa Group(J)	1,896,569	1,648,188	+ 15.07	15,417	16,523	- 6.69	0.81	1.00	26,813	23,929	127,825	115,605	12.06	14.29
Pacific Gable Robinson(J)	810,357	750,239	+ 8.01	4,598	6,001	- 23.38	0.57	0.80	7,596	10,354	58,106	56,665	7.91	10.59
Pantry Pride(K)	na	1,124,067	-	na	22,573	-	-	-	na	11,182	na	(140,190)	-	-
Pueblo Int'l.(L)	452,823	396,600	+ 14.18	3,009	3,370	- 10.71	0.66	0.85	2,386	2,670	36,839	37,509	8.17	8.98
Safeway Stores*	16,580,318	15,102,673	+ 9.78	114,556	119,368	- 4.03	0.69	0.79	172,618	193,912	1,110,754	1,064,098	10.31	11.22
Shoppers*	433,133	384,559	+ 12.63	1,217	1,125	+ 8.18	0.28	0.29	1,892	1,729	18,739	17,642	6.49	6.38
Steinberg's(N)	2,806,409	2,247,272	+ 24.88	39,480	27,961	+ 41.20	1.41	1.24	58,432	43,734	325,602	299,846	12.13	9.33
Stop & Shop(N)	2,168,148	2,059,183	+ 5.29	24,531	16,147	+ 51.92	1.13	0.78	36,583	24,570	151,489	132,159	16.19	12.22
Super Valu	4,622,444	4,203,665	+ 9.96	64,721	55,271	+ 17.10	1.40	1.31	119,729	98,896	277,265	228,071	23.34	24.23
Supermarkets General	2,999,379	2,628,851	+ 14.09	30,256	26,067	+ 16.07	1.01	0.99	51,225	44,495	167,291	141,662	18.09	18.40
Thriftmart	585,958	473,460	+ 6.86	4,888	7,163	- 31.76	0.97	1.51	8,008	13,313	53,615	50,352	9.08	14.23
Waldbaum*	1,375,787	1,271,624	+ 8.19	10,376	10,828	- 4.17	0.75	0.85	18,076	18,928	86,662	76,294	11.97	14.19
Weis Markets	756,800	684,814	+ 10.51	37,989	33,091	+ 14.80	5.02	4.83	72,075	63,374	212,170	183,007	17.90	18.08
Winn-Dixie	6,200,167	5,388,979	+ 15.05	95,395	91,950	+ 3.75	1.54	1.71	161,545	155,690	467,195	473,872	20.42	19.40

Note: The criterion for inclusion in this list is that the sales of each chain be at least \$200,000,000.

() Designates a loss.

na not available

* 53 weeks in 1981; 52 weeks in 1980.

* 52 weeks in 1981; 53 weeks in 1980.

(A) Net income of Allied Supermarkets includes extraordinary gains of \$1,288,000 in 1981 and \$19,210,000 in 1980.

(B) Net income of Borman's includes discontinued operations in both years.

(C) Net income of Dominion Stores includes an extraordinary gain of \$21,805,000 in 1981.

(D) Net income of Fisher Foods includes an extraordinary loss of \$8,772,000 in 1981.

(E) Net income of George Weston includes extraordinary gains of \$16,133,000 in 1981 and \$13,089,000 in 1980.

(F) Net income of A&P includes an extraordinary gain of \$130,000 in 1981.

(G) Net income of Jewel Cos. includes discontinued operations in 1980.

(H) Net income of Loblaws Cos. includes extraordinary gains of \$12,057,000 in 1981 and \$12,112,000 in 1980.

(I) Net income of Oshawa Group includes extraordinary gains of \$3,037,000 in 1981 and \$107,000 in 1980.

(J) Net income of Pacific Gable Robinson includes an extraordinary gain of \$633,000 in 1980.

(K) Net income of Pantry Pride includes discontinued operations and an extraordinary gain of \$8,841,000 in 1980.

(L) Net income of Pueblo Int'l. includes an extraordinary gain of \$75,000,000 in 1981.

(M) Net income of Steinberg's includes an extraordinary gain of \$1,162,000 in 1981.

(N) Net income of Stop & Shop includes discontinued operations in 1981.

ALBERTSON'S INC.

P.O. Box 20
250 Parkcenter Boulevard
Boise, Idaho 83726
(208) 344-7441

OFFICERS: J.A. Albertson, chairman of the exec. committee; Warren E. McCain, chairman of the board, chief exec. officer & president; Robert D. Bolinder, vice chairman & chief financial & administrative officer; Kenneth R. Huff, exec. v.p.-distribution & manufacturing; John B. Carley, Gary G. Michael, exec. v.p.'s; Richard L. Allen, sr. v.p.-retail operations; Paul W. Mouser, sr. v.p.-property management; C. Clint Joyce, sr. v.p.-management information systems; Alec R. Gloth, sr. v.p.-store planning; W. L. Jordan, sr. v.p.-retail operations; Michael F. Reuling, sr. v.p.-real estate; Gerald R. Rudd, sr. v.p.-human resources; M. David Schwartz, sr. v.p.-drug operations; John H. Sheehan, sr. v.p.; vice presidents: Pamela J. Beaumont - marketing; Robert C. Braun - distribution; David I. Connolly - finance & treasurer; Harvey S. Durand - drug sales; Peter W. Gustavsen - distribution; Duane M. Hamilton - bakery sales; Wendell E. Hornecker - design & construction; James L. Jackson - Dairy operations; Alfred A. Kasner - grocery sales; Kenneth Kramer - service delicatessen sales; Lee F. Levy - private label operations; Sterling R. Loveland - Western Washington Division; Robert G. Miller - Rocky Mountain Division; Dustin P. Moulton - Idaho Division; Gerald M. Otis - Oregon Division; Carl W. Pennington - Inland Empire Division; M. Jed Pritchett, Jr. - industrial relations; Marvin W. Robertson - Southern California Division; Richard C. Rowe - produce & liquor sales; Thomas R. Saldin - general counsel; Burnell K. Semrau - employee development; Jerry R. Timm - controller; Ronald D. Walk - Northern California Division; Minnie O. Armstrong - secretary; Ada A. Connor, R. Bruce Gordon, Carol L. Wood, asst. secretaries; Gordon G. Henderson, asst. treasurer.

DIRECTORS: J. A. Albertson, Kathryn Albertson, Robert D. Bolinder, R. V. Hansberger, Barbara Rasmussen, B.Z. Kastler, Warren E. McCain, John B. Fery, Charles D. Lein, John B. Carley, W. H. McMurren, Gary C. Michael, David Little, James E. Bruce.

BUSINESS ACTIVITIES: Operates a chain of food centers in Idaho, California, Montana, Nevada, Oregon, Utah, Washington, Wyoming, Colorado, Arizona and New Mexico.

NUMBER OF STORES: 396

RETAIL SALES (1982): \$3,480,570,000

ALLIED SUPERMARKETS, INC.

8711 Meadowdale
Detroit, Michigan 48228
(313) 943-3300

OFFICERS: D.J. Rixmann, chairman of the board and president; Nathan Fink, vice chairman of the board; Charles E. Martin, sr. v.p.; Larry Bialobrzski, v.p., controller, and treasurer; Robert D. Billman, Elmer Blatz, v.p.'s; David K. Page, secretary and counsel.

DIRECTORS: D.J. Rixmann, chairman; Martin E. Citrin, Nathan Fink, Franklin H. Graf, Barbara B. Murray, David K. Page, Vincent J. Robinson, Earl W. Smith.

BUSINESS ACTIVITIES: Operates in Michigan, Oklahoma, Kansas, Texas, and South Dakota. Also operates Abner Wolf Wholesale Company which serves independent grocery stores in Michigan and Ohio.

NUMBER OF STORES: 116*

*Includes 32 drug units, most of which are located in Allied supermarkets.

RETAIL SALES (1981): \$609,384,000

AMERICAN STORES COMPANY

P.O. Box 27447
709 East South Temple
Salt Lake City, Utah 84127
(801) 539-0112

OFFICERS: L. S. Skaggs, chairman of the board & chief executive officer; Thomas W. Field, Jr., president; William R. Deeley, John Hartman, vice chairman; Richard L. Shanaman, executive v.p., chief financial officer & treasurer; Thomas H. Sunday, executive v.p., chief administrative officer, & general counsel; Richard G. Dunlop, v.p. & secretary; Robert L. Salmon, v.p.; Victor L. Lund, v.p. & controller.

DIRECTORS: William R. Deeley, Thomas W. Field, Jr., Thomas W. King, Richard L. Shanaman, Williford Gragg, John Hartman, L. Spry Kelly, Mitchell Melich, L. Tom Perry, Isadore M. Scott, E. A. Sinclair, L. S. Skaggs, Aline W. Skaggs, Thomas H. Sunday, I. J. Wagner.

BUSINESS ACTIVITIES: Operates self-service supermarkets under the names of Acme and Super Saver in New York, Pennsylvania, New Jersey, Delaware, Maryland, Virginia, and West Virginia. Subsidiaries also manufacture and process food for sale in these supermarkets and Alpha Beta Stores the Company operates in California, Nevada, and Arizona. Alpha Beta also operates 49 Alphy's restaurants. Also operates Rea and Derick Drug Stores in Pennsylvania, New York, and Maryland. Operates Skagg's Drug Centers, 193 drug stores and 60 combination drug/grocery stores in 21 states in the Southwest, West, and Midwest.

NUMBER OF STORES: 684

RETAIL SALES (1982): \$7,096,590,000

BORMAN'S, INC.

18718 Borman Avenue
Detroit, Michigan 48228
(313) 835-9500

Mailing address:
P.O. Box 446
Detroit, Michigan 48232

OFFICERS: Paul Borman, president; Lawrence Kron, vice president, secretary & co-general counsel; Daniel J. Church, v.p.- finance; Leonard Borman, treasurer; James R. Smith, v.p.-personnel; Ray Rohr, controller; Ted J. Simon, v.p.-real estate.

DIRECTORS: Paul Borman, Sylvan Rapaport, Thomas V. Angott, Lawrence Kron, Daniel J. Church, Leonard Borman, E. L. Koning, Grant C. Gentry.

BUSINESS ACTIVITIES: Operates Farmer Jack Supermarkets located in Detroit and its environs; Mini-Mart convenience stores; also owns a milk company, and ice cream company and a photo finishing plant.

NUMBER OF STORES: 84

RETAIL SALES (1982): \$976,940,000

CULLUM COMPANIES, INC.

14303 Inwood Road
Dallas, Texas 75234
(214) 661-9700

OFFICERS: Charles G. Cullum, chairman of the board and chief executive officer; Jack W. Evans, president & chief operating officer; Tom Hairston, exec. v.p.; James E. Stiles, controller; Robert B. Cullum, Jr., v.p. corporate development; Houston E. Holmes, Jr., v.p., secretary & general counsel; J. Harold Berg, asst. secretary.

DIRECTORS: Robert B. Cullum, John S. Burns, Charles G. Cullum, J. Harold Berg, Jack W. Evans, Earl A. Forsythe, W. R. Hawn, Mrs. Paul Middleton, Houston E. Holmes, Jr., Tom Hairston.

BUSINESS ACTIVITIES: Operates a chain of supermarkets and drug stores in Texas and California; the Tom Thumb Supermarkets and Page Drug Stores operate in the Austin and Dallas, Texas area and Pantry Food Markets are located in the greater Los Angeles area; operates Hinky Dinky Supermarkets in Nebraska, South Dakota and Iowa and Grocery Supply Company stores in Nebraska, Kansas, Iowa, Arkansas, Oklahoma and Missouri. Also operates wholesale food distributing companies and a meat packing firm.

NUMBER OF STORES: 121

RETAIL SALES (1981): \$974,934,000

DILLON COMPANIES, INC.

Box 1266
Hutchinson, Kansas 67501
(316) 663-6801

OFFICERS: Ray E. Dillon, Jr., chairman of the board; Richard W. Dillon, president; Joseph A. Pichler, exec. v.p.; Paul W. Dillon, sr. v.p. & secretary-treasurer; Robert V. Armstrong, v.p. & controller.

DIRECTORS: Ray E. Dillon Jr., chairman; Charles R. McCotter, Paul W. Dillon, Benjamin F. Stapleton, Peter M. Macdonald, Ross Beach, Frank Prinster, Jr., Ray E. Dillon, Jr., Lloyd J. King, Richard W. Dillon, Charles L. Fry, Joseph A. Pichler.

BUSINESS ACTIVITIES: Operates supermarkets in Colorado, Kansas, Missouri, Arkansas, California, Wyoming, Utah, Oklahoma and Arizona and convenience stores in Kansas, Louisiana, Iowa, Nebraska and California.

NUMBER OF STORES: 554

RETAIL SALES (1981): \$2,494,577,702

DOMINION STORES LIMITED

605 Rogers Road
Toronto, Ontario, M6M 1B9, Canada
(416) 652-2000

OFFICERS: Thomas C. Bolton, deputy chairman of the board; Allen C. Jackson, president & chief executive officer; Dixon S. Chant, v.p.; John A. Pander, sr. v.p.-retail operations; John C. Toma, sr. v.p.-marketing; Larry C. Gee, v.p.-administration & distribution services; Allister M. Macdonald, v.p.-real estate & development; John R. Morrison, v.p., general counsel & secretary; James B. Williams, v.p.-finance & corporate planning; Roger E. Acton, v.p.-merchandising; William J. Gibb, v.p.-company brands; Ramond J. Menard, v.p.-produce merchandising; Chester H. Wilcox, v.p.-meat merchandising; John N. Campbell, v.p.-Hamilton, Eastern Ontario, and Southwestern Ontario; W. Barry Hagan, v.p.-Western Canada & Atlantic Provinces; Ronald C. Hyne, v.p.-thrift operations; James A. Malcolm, v.p.-Toronto & North Central Ontario.

DIRECTORS: Lewis H. M. Ayre, Thomas G. Bolton*, Glen W. Davis, Allen C. Jackson*, Ronald T. Riley, Pierre Paul Daigle, Conrad M. Black*, Clarence L. Gosse, W. John McKeag, Trumbull Warren, Andre Monast, Dixon S. Chant*, Beryl A. Plumptre, G. Montegu Black,* chairman.

*Member of Executive Committee.

BUSINESS ACTIVITIES: Operates a chain of retail food stores, convenience stores, and drug stores throughout Canada.

NUMBER OF STORES: 341

RETAIL SALES (1982): \$2,560,576,000

FIRST NATIONAL SUPERMARKETS, INC.

17000 Rockside Road
Maple Heights, Ohio 44137
(216) 587-7100

OFFICERS: Richard J. Bogomolny, chairman of the board, president & chief executive officer; William C. Prain, exec. v.p. & president-Ohio Division; Robert T. Samuels, v.p. & president-Eastern Division; M. Michael Charnas, sr. v.p. & chief financial & administrative officer & treasurer; Edward M. Harwell, sr. v.p.; Frank McDonald, sr. v.p.-labor management affairs, v.p.-New York Division; John E. Wade, sr. v.p., general counsel & secretary; Glenn N. Willard, Jr., sr. v.p.-special projects; Laurence R. Buxbaum, v.p.-public, government & legal affairs; Donald A. DeSantis, controller, William E. Kinslow, v.p.-corporate & technical services; George F. McPhillips, v.p.-real estate & construction.

DIRECTORS: Richard J. Bogomolny, chairman, Milton Kravitz, Martin M. Lewis, Sanford B. Noll, William C. Prain, Maurice Saltzman, Allan K. Shaw, Henry Weigi, Glenn Willard, Robert L. Bogomolny, Robert T. Shaw.

BUSINESS ACTIVITIES: Operates a chain of food stores known as Pick-N-Pay, Finast, and Edwards in Ohio, Maine, New Hampshire, Vermont, Massachusetts, Connecticut and New York.

NUMBER OF STORES: 164

RETAIL SALES (1982): \$1,201,258,000

FISHER FOODS, INC.

5300 Richmond Road
Bedford Heights, Ohio 44146
(216) 292-7000

Mailing address:

P.O. Box 46555
Cleveland, Ohio 44146

OFFICERS: Carl Fazio, chairman of the board & chief executive officer; Robert G. Everett, president, chief financial & administrative officer; John L. Dampeer, secretary; Robert R. Gerber, controller.

DIRECTORS: Carl Fazio, chairman, John L. Dampeer, Wendell Earle, Robert G. Everett, Carl Fazio, Jr., George J. Grabner, Fred Kayne, Vincent R. Little.

BUSINESS ACTIVITIES: The company is a food wholesaler and retailer, operating 59 supermarkets under the "Fazio's" name in Cleveland metropolitan area. The Company also operates Omar Bakeries, Inc., Eagle Ice Cream, Prestige Donuts, Feren Fruit Basket Company and Entronics, Inc.

NUMBER OF STORES: 59

RETAIL SALES (1981): \$1,492,709,000

FOODARAMA SUPERMARKETS, INC.

303 West Main Street
Box 592
Freehold, New Jersey 07728
(201) 462-4700

OFFICERS: Joseph J. Saker, chairman of the board & president; Sidney Cohen, sr. v.p.-administration & corporate planning; Robert V. Condon, v.p.-sales & merchandising; Richard Saker, v.p.-operations; John J. McAteer, v.p.-personnel & labor relations; Joseph C. Troilo, v.p.-finance; Mary Saker, secretary & treasurer.

DIRECTORS: Joseph J. Saker*, chairman; Arthur M. Borden, Sidney Cohen*, John W. Hurley, Mary Saker*.

* Member of the Executive Committee.

BUSINESS ACTIVITIES: Operates Foodarama Supermarkets in New York, New Jersey, Connecticut, and Pennsylvania. Also operates one liquor store, two garden centers, and in-store pharmacies.

NUMBER OF STORES: 35

RETAIL SALES (1981): \$421,508,000

GEORGE WESTON LIMITED

22 St. Clair Avenue East
Suite 1901
Toronto, Ontario, Canada N4T 2S7
(416) 922-2500

OFFICERS: W. Galen Weston, chairman of the board & president; Richard J. Currie, president - Food Distribution Group; Mark Hoffman, president - resource group; Don McCarthy, president - food processing group; Robert H. Kidd, sr. v.p. & chief financial officer; David A. Nichol, sr. v.p.; George C. Metcalf, v.p.; William A. Sloan, v.p. - finance; Ralph S. Barnes, treasurer; Ivan R. Franklin, tax officer; Stewart Green, secretary; Terrence H. Wardrop, controller; G. Ross Lawford, gen. mgr. & technical director - Weston Research Center; Douglas E. Perrin, v.p. - finance - Food Processing Group.

DIRECTORS: W. Galen Weston, chairman; John C. Scarth, John D. Stevenson, Richard J. Currie; David A. Nichol, Mark Hoffman, George C. Metcalf, S. Simon Reisman, Hugo Mann, Pauline McGibbon, Richard I. Nelson, Garry H. Weston, Don McCarthy, Robert H. Kidd.

BUSINESS ACTIVITIES: Diversified operations in food processing, fisheries, forest products, and wholesale-retail food distribution.

Wholesale and Retail

Canadian operations include wholesale and retail marketing of food and other products throughout Canada, catering and restaurant servicing in Western Canada, food manufacturing for distribution in Canada and the United States. Also engaged in wholesale and retail distribution of food and other products in central United States and California. The Company owns warehouses in strategic centers with 548 supermarkets across Canada; food manufacturing plants in Burnaby, British Columbia. United States facilities include approximately supermarkets located primarily in the central United States with warehouses in major centers.

Canadian Operations

Loblaws Companies Limited (78% owned)
Loblaws Limited (78% owned)
Atlantic Wholesalers Division
National Grocers Company, Limited
Zehr's Markets Division
Zehrmart Limited
Kelly, Douglas & Company, Limited (73% owned)
Super Value (B.C.) Division
Foremost Foods Ltd.
W. H. Malkin Ltd.
Westfair Foods Ltd.
Western Grocers
Dominion Fruit
O.K. Economy Stores
Shelly Western
Econo-Mart
Loblaws West

United States Operations

National Tea Co. (73% owned)
Peter J. Schmitt Co., Inc.
Applebaum's Food Markets, Inc.

RETAIL SALES (1981): \$7,428,609,000

GIANT FOOD INC.

6300 Sheriff Road
Landover, Maryland 20785
(301) 341-4100

Mailing Address:
Box 1804
Washington, D.C. 20013

OFFICERS: Israel Cohen, chairman of the board, president & chief exec. officer; David B. Sykes, sr. v.p.-finance & secretary; Gerson Barnett, sr. v.p.-grocery operations; Alvin Dobbin Sr., v.p.-operations; E. Tilden Kelbaugh Sr., v.p.-construction & real estate; Emanuel Cohen, v.p. & treasurer; David W. Rutstein, sr. v.p. & counsel; William P. Barry, v.p.-bakery processing; Morris H. Bortnick Sr., v.p.-professional services; Donald R. Buchanan Sr., v.p.-data processing; Jeremiah E. Donovan, v.p.-personnel; Morris Hamberger, v.p.-meat & seafood operations; Albert J. Lechert, Jr. v.p.-construction operations & planning; Joseph J. Jacobe, v.p.-Pants Corral; Clifford R. Logan, Sr., v.p.-corp. planning; Peter L. Manos, sr. v.p.-delicatessen, dairy operations & produce; Alvin I. Miller, v.p.-advertising & sales promotion; Roger D. Olson, v.p.-labor relations; Alan Swoff, v.p.-frozen food operations; David Larson, v.p.-dairy & ice cream manufacturing; Samuel E. Thurston, v.p.-distribution; Albert Reinach, controller; Arthur Koch, asst. secretary.

DIRECTORS: David B. Sykes, Mrs. Jac Lehrman, Israel Cohen, Millard F. West, Jr., Morton H. Wilner, Richard Waxenberg, O. Roy Chalk.

BUSINESS ACTIVITIES: Operates a chain of Giant Food supermarkets in Washington, D.C., Maryland and Virginia.

NUMBER OF STORES: 130

RETAIL SALES (1982): \$1,683,881,000

**THE GREAT ATLANTIC & PACIFIC
TEA COMPANY, INC.**

Box 418
2 Paragon Drive
Montvale, New Jersey 07645
(201) 573-9700

OFFICERS: James Wood, chairman of the board, president & chief executive officer; James W. Rowe, vice chairman, chief administrative officer & asst. to the chief exec. officer; Eckart C. Siess, vice chairman-international operations; Alan C. Goulding, v.p.-merchandising & purchasing, chief operating officer-South/Midwest; John J. Miles, sr. exec. v.p. & chief operating officer-East Coast; Frederick C. Kennedy, exec. v.p. & pres.-A&P Canada; Robert E. Bradford, sr. v.p.-human resources, communications & public affairs; Vito A. Cardace, sr. v.p.-finance & administration; Gerald L. Good, sr. v.p.-field support; James T. Gow, Jr., sr. v.p.-supermarket support services; Louis Kertesz, perishable merchandising & purchasing; Joseph H. McCarthy, sr. v.p.-Metro/New York Group; H. Prentice Merritt, sr. v.p.-development; J. Paul Stillwell, sr. v.p.-field support; Ivan K. Szathmary, sr. v.p.-information & administration systems; Robert G. Ulrich, sr. v.p. & general merchandise; Randall A. Bostwick, v.p. & president-Super Market Service Corporation; James B. Burmeister, v.p.-Carolina Group; Timothy J. Courtney, controller; Patrick R. Cronin, v.p.-personnel; Herman J. Freytag, v.p.-Central Group; William W. Jackson, v.p.-Southeastern Group; H. Nelson Lewis, v.p.-industrial relations; James L. Madden, v.p.-Mid-Atlantic Group; Thomas F. Mayer, v.p.-meat merchandising; Arthur C. Melervey, secretary; Merlin R. Miller, v.p.-labor & control; Robert M. Quinn, v.p.-financial planning; Gregory K. Raven, treasurer; Michael J. Rourke, v.p.-advertising & marketing; Robert L. Spencer, v.p.-Southern Group; Burton J. Weinbaum, v.p.-Northeast Group; Harold N. Tolchinsky, asst. secretary & asst. general counsel.

DIRECTORS: James Wood, chairman; Harold J. Berry, Walter D. Dance, Rosemarie Baumeister, Sidney A. Kohl, Eckart C. Siess, Helga Haub, Christopher F. Edley, James W. Rowe, Paul C. Nagel, Jr., Barbara Barnes Hauptfuhrer, Fritz Teelen, Henry W. Van Baalen, Eckart C. Siess.

BUSINESS ACTIVITIES: Operates a chain of supermarkets under the A&P, PLUS and Family Mart names in the United States and Canada.

NUMBER OF STORES: 1,055

RETAIL SALES (1982): \$6,226,755,000

JEWEL COMPANIES, INC.

O'Hare Plaza
5725 N. East River Road
Chicago, Illinois 60631
(312) 693-6000

OFFICERS: Weston R. Christopherson, chairman of the board and chief executive officer; Richard G. Cline, president & chief operating officer; Lawrence Howe, vice chairman; Donald S. Perkins, chairman of the executive committee, Robert P. Dorsher, Clifford R. Johnson, Gene B. Kilham, senior vice presidents; Stephen C. Adams, v.p.-information systems; John N. Balch, v.p. & treasurer; John L. Benner, v.p. & controller; Robert F. Berrey, v.p., general counsel & secretary; Ronald J. Floto, v.p.-strategic planning & business development; Thomas F. Harwood, v.p.-manufacturing; Robert D. Jones, v.p.-public affairs; Bruce L. Margolis, v.p.-human resources; Charles E. McClellan, v.p.-taxes; Thomas M. Nielsen, v.p.-compensation & benefits; Jacob J. Schnur, v.p. & chief real estate counsel.

DIRECTORS: Raymond C. Baumhart, R.L. Call, Silas S. Cathcart*, Richard G. Cline, Weston R. Christopherson*, Stephen M. DuBrul, Jr., Karl D. Bays, Lawrence Howe*, Louis V. Gerstner, Jr., Richard B. Ogilvie*, Donald S. Perkins*, Barbara Scott Preiskel, Lawrence E. Fouraker, James E. Olson.

* Member of Executive Committee.

BUSINESS ACTIVITIES: Operates supermarkets under the names Jewel Food Stores, Star Markets, Buttrey Food Stores, and Eisner Food Stores and convenience stores under the White Hen Pantry name. Stores operated in Maine, Massachusetts, New Hampshire, Rhode Island, Michigan, Minnesota, Montana, Indiana, Illinois, Idaho, and Wisconsin.

NUMBER OF STORES: 506

RETAIL SALES (1982): \$5,107,614,000

THE KROGER CO.

1014 Vine Street
Cincinnati, Ohio 45201
(513) 762-4000

OFFICERS: Lyle Everingham, president, chairman of the board & chief exec. officer; John A. Cornett, William G. Kagler, sr. v.p.'s; George W. Keith, v.p. & chairman-SuperRx Drug Stores; George A. Leonard, v.p., secretary & general counsel; Gerald L. Wolken, v.p. & president-SuperRx Drug Stores; Lorrence T. Kellar, v.p. & treasurer; Jack G. Hudson, v.p. & controller; Raymond F. Abaray, William J. Sinkula, Robert W. Braunschweig, Arthur Juergens, Robert E. Saffron, v.p.'s; William W. Oliver, John L. Strubbe, Richard M. Koster, Charles L. Thomas, group v.p.'s.

DIRECTORS: Morley P. Thompson, Jackson C. Hinds, Philip E. Beekman, Lyle Everingham, James P. Herring, T. Ballard Morton, Jr., W. George Pinnell, R. Nelson Shaw, Edward D. Smith, William D. Atteberry, Russell L. Wagner, John D. Ong, Patricia Shontz Longe, Thomas H. O'Leary, Raymond B. Carey, Jr.

BUSINESS ACTIVITIES: Operates a chain of retail supermarkets and drug stores; also conducts food processing operations. Supermarkets are located in 21 states, primarily in the Midwest and South; drug stores are located in 21 states.

NUMBER OF STORES: 1,258

RETAIL SALES (1981): \$11,266,520,000

LOBLAW COMPANIES LIMITED

22 St. Clair Avenue East
Toronto, Ontario, Canada M4T2S3
(416) 922-2500

OFFICERS: W. Galen Weston, chairman of the board; Richard J. Currie, president; David M. Williams, sr. v.p. & chief financial officer; Brian Y. Davidson, sr. v.p.-business development; Harold A. Seitz, sr. v.p.-real estate development; Douglas N. Lunau, v.p.-procurement services; Sheldon Douglass, v.p. & controller; Wayne E. East, v.p.-information systems; James H. Farrell, v.p., general counsel & secretary; John N. McCullough, v.p. & real property counsel; John W. Thompson, treasurer; Ian F. Bell, Dorothy M. Leamen, assistant controllers; Stewart E. Green, asst. secretary; Shimona Petroff, asst. treasurer.

DIRECTORS: W. Galen, chairman; Richard J. Currie, Charles M. Humphrys, Robert H. Kidd, Roger A. Lindsay, Arthur H. Mingay, David A. Nichol, George B. Robertson.

BUSINESS ACTIVITIES: A Canadian holding company controlling major interest in food retailing and wholesaling in Canada and the United States. In addition to its food-related operations, Loblaw, through its subsidiaries, also participates in the Canadian general merchandise industries.

NUMBER OF STORES: 548

RETAIL SALES (1981): \$5,794,531,000

LUCKY STORES, INC.

6300 Clark Avenue
Dublin, California 94566
(415) 828-1000

OFFICERS: S. Donley Ritchey, chairman & chief executive officer; John M. Lillie, president; Redd L. Buffington, sr. v.p.-administration; Ivan Owen, sr. v.p. & chief financial officer; Morton Godlas, sr. v.p.-general merchandise; Leon W. Roush, sr. v.p.-food operations; Kenneth W. Cope, Richard C. Biagi, Jerry J. Sgobassi, Lester C. Kranhold, Theodore F. Brunner, Frank J. Dorsey, Walter A. Nelsen, Raymond H. Sweeney, R. Lee Paulson, vice presidents; Donna L. De Moss, v.p. & treasurer; Nancy E. Burnette, secretary.

DIRECTORS: Gerald A. Awes*, William H. Dyer, Jr.*, Wayne H. Fisher*, Ivan Owen, Dwight E. Stanford, James L. Stell*, John H. Hoefer, James A. Petit, Joseph A. Woods, Jr., Dr. Reed L. Buffington, Don C. Frisbee, Forrest A. Plant, Mary E. Lanigar, S. Donley Ritchey*.

* Member of Executive Committee.

BUSINESS ACTIVITIES: Operates a chain of food units consisting of supermarkets, discount centers and food departments of department stores; Lucky Discount Supermarkets are located in Western states; Food Basket in San Diego County, California Kash N' Karry in Florida; Sirloin Stockade and Fred Gang's restaurants in the north central states; Eagle Discount Supermarkets in the Midwest and Texas.

NUMBER OF STORES: 541

RETAIL SALES (1981): \$7,201,404,000

MARSH SUPERMARKETS, INC.

P.O. Box 155
Depot Street
Yorktown, Indiana 47396
(317) 759-8101

OFFICERS: William P. Givens, chairman of the board; Don E. Marsh, president; C. Alan Marsh, exec. vice president; William L. Marsh, v.p.-real estate; Donald M. Rix, v.p.-merchandising; Ronald R. Walicki, v.p.-convenience store operations; P. Lawrence Butt, v.p. & counsel; Porter Eckerty v.p.-supermarket operations; Kenneth D. Kelly, v.p.-warehousing & transportation; Hartman W. Smith, v.p.-finance, secretary & treasurer; Mary B. Needler, asst. secretary & asst. treasurer; David M. Redden, v.p.-personnel; Lois A. Gross, asst. secretary.

DIRECTORS: Jack E. Buckles, William P. Givens, Don E. Marsh, Estel V. Marsh, C. Alan Marsh, Garnet Marsh, Van P. Smith, Charles R. Clark, Thomas L. Reese, Van P. Smith.

BUSINESS ACTIVITIES: Operates supermarkets, combination food and drug stores, and Village Pantry convenience stores in Indiana and Ohio. Also operates 5 fresh produce markets under the name of "Farmers Market".

NUMBER OF STORES: 214

RETAIL SALES (1982): \$535,364,598

NASH FINCH COMPANY

3381 Gorham Avenue
St. Louis Park, Minnesota 55426
(612) 929-0371

OFFICERS: Thomas A. Riley, chairman of the board & chief executive officer; Harold B. Finch, Jr., president & chief operating officer; R. N. Mammel, Alan W. Clark, senior vice presidents; Arthur C. Wangaard, Jr., J.O. Rodysill, vice-presidents; Robert F. Nash, treasurer; Burton M. West, Philip E. Bortscheller, assistant treasurers; J.F. Shekelton, controller, Julian W. Mageli, secretary; Walter G. Hreno, asst. secretary.

DIRECTORS: Thomas A. Riley*, chairman; Floyd C. Ashley*, Alan W. Clark*, Ann M. Crowley, Harold B. Finch, Jr.*, Julian W. Mageli, R.N. Mammel*, Donald R. Miller, Robert F. Nash*, J.O. Rodysill, J.F. Shekelton, Arthur C. Wangaard, Jr.*

* Member of the Executive Committee.

BUSINESS ACTIVITIES: Owns and operates 101 supermarkets, membership food markets and Family Thrift Centers. Its 13 food distribution centers supply approximately 373 franchised supermarkets and over 1,700 independent retailers and institutions. The firm also owns a produce marketing subsidiary in California, which sells fresh fruits and vegetables to large wholesalers and chain retailers.

NUMBER OF STORES: 101

RETAIL SALES (1981): \$1,073,520,000

THE OSHAWA GROUP LIMITED

302 The East Mall
Islington, Ontario, Canada M9B 6B8
(416) 236-1971

OFFICERS: Ray D. Wolfe, chairman of the board & president; Philip B. Connell, sr. v.p. & chief financial officer; William L. Atkinson, group v.p.-general merchandise; Jack B. Wolfe, group v.p.-institutional & produce; Allister P. Graham, group v.p.-food divisions; Sam Crystal, v.p.-public affairs; Paul B. Nielsen, v.p.-industrial relations; Matilda Manojlov, v.p.-profit improvement; Murray C. Goldman, v.p.-development; Donald A. Smith, v.p.-human resources; E. Leonard Besler, controller; Leonard Eisen, treasurer; Harold J. Wolfe, secretary & general counsel.

DIRECTORS: William L. Atkinson, Murray C. Goldman, Allister P. Graham, Albert Shifrin, Charles Perrault, Arthur J.R. Smith, Harold J. Wolfe, Harvey S. Wolfe, Philip F. Connell, Ray D. Wolfe, Jack B. Wolfe.

BUSINESS ACTIVITIES: Canadian food supplier through retail outlets in Ontario, Quebec, the Atlantic provinces. Manitoba and Saskatchewan. These comprise franchise markets (including IGA markets) as well as company-owned food markets (Food City Markets, Bonimart stores). Also a food wholesaler (Codville Distributors in Manitoba, Saskatchewan and Northwestern Ontario; Ontario Food Division in Ontario; Hudon et Deaudelin Limitee in Quebec and Bolands in the Atlantic Provinces) and food supplier to institutional customers (Hickeson-Langs Supply Company; The Ontario Produce Company and Dominion Mushroom Company).

NUMBER OF STORES: 860

RETAIL SALES (1982): \$1,896,569,000

PACIFIC GAMBLE ROBINSON CO.

4103 Second Avenue South
Seattle, Washington 98134
(206) 624-0111

OFFICERS: Douglas S. Gamble, president; E.A. Thompson, exec. vice president; Donald P. Gamble, Jr., E.W. Sandygren, A.I. Bottman, vice presidents; John E. Ryan, Jr., secretary; Norman C. Morrison, treasurer; Richard Elzner, John Knutson, asst. secretaries.

DIRECTORS: Mervin Arenchild, John E. Ryan, Jr., Douglas S. Gamble*, E.A. Thompson*, Donald P. Gamble, Jr., Norman C. Morrison, E.W. Sandygren*, Virginia L. Parks, Arthur I. Bottman, George K. Gosko, Norman C. Morrison, Hans G. Willers.

*Member of Executive Committee.

BUSINESS ACTIVITIES: Operates 32 conventional supermarkets (Family Market and Tradewell Stores) and 75 wholesale type markets (Prairie Markets). These stores are located in Oregon, Washington and California. Also conducts shipping, distributing and trucking operations.

NUMBER OF STORES: 107

RETAIL SALES (1981): \$810,357,140

PANTRY PRIDE, INC. (formerly Food Fair, Inc.)

6500 North Andrews Avenue
Fort Lauderdale, Florida 33309
(305) 771-8300

OFFICERS: Grant C. Gentry, chairman, president & chief executive officer; Roger L. Galassini, exec. v.p. & general counsel & chief administrative officer; John T. Grigsby, Jr., v.p. & treasurer; Frank N. James, exec. v.p. & chief operating officer; James J. Wachter, sr. v.p. & chief financial officer; Leonard J. Pasternak, v.p., pres.-Footwear Services; Darrell V. Stiffler, Jr., sr. v.p.-industrial relations; Neil Thall, v.p.-management infor. services; Howard F. Gordon, secretary.

DIRECTORS: Joseph L. Castle, Roger L. Galassini, Grant C. Gentry, Frank N. James, James J. Needham, John M. Fox, Jewel S. Lafontant, James J. Wachter.

BUSINESS ACTIVITIES: Operates Food Fair and Pantry Pride supermarkets on the East Coast.

NUMBER OF STORES: 202

RETAIL SALES (1980): \$1,124,067,000.

PUEBLO INTERNATIONAL, INC.

375 Park Avenue
New York, New York 10152
(212) 935-1710

Loiza Expressway
Corner of Campo Rico Avenue
Carolina, Puerto Rico 00630

OFFICERS: Harold Toppel, chairman of the board; George Toppel, vice chairman; Manuel I. Vallecillo, president; Milton Toppel, v.p.; Agustin Borrers, v.p.-finance; Adrian Colon, treasurer & asst. secretary; Robert Locke, v.p. & secretary; Jesus Jaen, controller; Manuel Cuevas, Rafael Torres, asst. secretaries & asst. treasurers.

DIRECTORS: Harold Toppel*, William C. Lang*, George Toppel*, Milton Toppel*, Manuel Vallecillo*, A. Michael Victory, Henry C. Rexach, Abraham Zaleznik, Guillermo Rodriguez-Benitez.

* Member of Executive committee.

BUSINESS ACTIVITIES: Operates Pueblo Supermarkets in Puerto Rico and the U.S. Virgin Islands. In Puerto Rico, the company also operates a bakery, 7 "warehouse" type retail food outlets under the Mas & Super Foods names.

NUMBER OF STORES: 43

RETAIL SALES (1982): \$452,823,000

SAFeway STORES, INCORPORATED

Fourth and Jackson Streets
Oakland, California 94660
(415) 891-3100

OFFICERS: Peter A Magowan, chairman of the board & chief executive officer; Dale L. Lynch, president & chief operating officer; Edward N. Henney, sr. v.p.-supply operations; John L. Repass, sr. v.p.-personnel & industrial relations; J.A. Rowland, sr. v.p.-retail; Harry D. Sunderland, sr. v.p.-finance & treasurer; F.J. Dale, v.p. & controller; John Prinster, sr. v.p.-marketing; Robert J. Van Gemert, sr. v.p.-law, secretary & general counsel; Philip G. Horton, v.p.-real estate, industrial design & construction, retail engineering, warehouse & transportation services; Neils V. Lawson, sr. v.p.-management info. services.

DIRECTORS: John F. Bookout, Dale L. Lynch, William H. Webster, Brayton Wilbur, Jr., Percy Chubb III, Charles DeBretteville, Mary Gardiner Jones, Harry D. Sunderland, James R. Harvey, Roger D. Lapham, Jr., James A. Rowland, Merrill L. Magowan, W.S. Mitchell, Edward N. Henney, Marjorie S. Kinney, Peter A. Magowan.

BUSINESS ACTIVITIES: Operates a chain of supermarkets in the United States, Canada, The United Kingdom, West Germany and Australia.

NUMBER OF STORES: 2,477

RETAIL SALES (1981): \$16,580,318,000

SHOPWELL, INC.

400 Walnut Avenue
Bronx, New York 10454
(212) 665-6200

OFFICERS: Martin Rosengarten, chairman of the board and chief executive officer; Seymour D. Simpson, president and chief operating officer; Jay M. Rosengarten, exec. v.p.-finance & administration; Glen Rosengarten, exec. v.p.-operations; James Flanagan, v.p.-warehousing & transportation; Abraham Laxer, v.p.-advertising; Alan H. Olstein, v.p.-sales & merchandising; G. Michael Parisi, v.p.-real estate; David Smithies, v.p.-store operations; Stuart Spivak, v.p. & controller; Robert Winters, v.p.-corporate services; Harry Stern, v.p.-human resources; Kenneth I. Haber, secretary.

DIRECTORS: Herbert B. Daitch*, Walter Feldesman*, Arthur I. Meyer, Martin Rosengarten*, Fred Siegel*, Seymour D. Simpson*, Milton Farber, John L. Procope*, Judianne Densen-Gerber, Ted Petrillo*, Glen Rosengarten*, Jay M. Rosengarten*.

* Member of Executive Committee.

BUSINESS ACTIVITIES: Operates a chain of conventional department supermarkets. Stores operate under the name of Daitch-Shopwell Supermarkets. Shopwell Supermarkets, and Daitch Dairy Stores are located in the metropolitan New York area, Westchester, Rockland, Putnam and Nassau Counties in New York State and Connecticut. In addition, the Company operates a convenience store and a Shopwell package Store.

NUMBER OF STORES: 68

RETAIL SALES (1981): \$433, 133,258

STEINBERG INC.

Alexis Nihon Plaza
1500 Atwater Avenue
Montreal, Quebec, Canada H3Z 1Y3
(514) 931-9131

OFFICERS: Melvyn A. Dobrin, chairman of the board & chief executive officer; Jack Levine, president; Nathan Steinberg, senior vice president and vice-chairman of the board; H. Arnold Steinberg, exec. vice president-finance & development; James N. Doyle, exec. vice president-legal and corporate affairs; William Howieson, vice president-treasurer and comptroller; Harold G. Geraghty, v.p.-real estate, Ontario; Henri Tremblay, group v.p.-human resources; Gerry Spitzer, v.p.-food retailing; Sidney Pasoff, v.p.-management systems & control; Serge Wagner, v.p.-employee relations; Mitizi S. Dobrin, group v.p. & gen. mgr.-Miracle Mart Division; Marvin Biltis, group v.p. & gen. mgr. Quebec Div.; Pierre de Grandpre, asst. treasurer-taxation; Michael J. Livingston, asst. treasurer-finance; Norman Auslander, group v.p. & gen. mgr.-Ontario Div.; Diane Marcelin Lauren, v.p.-general counsel & secr.; Morris Alvo, v.p.-real estate, Quebec Div.; David Martz, v.p.-strategic planning & development.

DIRECTORS: Nathan Steinberg, Melvyn Dobrin, James N. Doyle, Gerard Plourde, H. Arnold Steinberg, Lazarus Phillips, Andre Charron, Jack Levine, Mitizi Dorbin, Raymond Cyr, Donald G. Campbell.

BUSINESS ACTIVITIES: Operates food stores in the provinces of Quebec, New Brunswick, and Ontario. Businesses include restaurants, flour milling, sugar refining, bakery and food processing operations, with restaurant activities in Manitoba, and box stores in Ontario, Manitoba, Saskatchewan and Alberta.

NUMBER OF STORES: 471

RETAIL SALES (1981): \$2,806,409,000

THE STOP & SHOP COMPANIES, INC.

P.O. Box 369
Boston, Massachusetts 02101
(617) 770-8000

OFFICERS: Sidney R. Rabb, chairman of the board; Irving W. Rabb, vice chairman of the board and chairman of the executive committee; Avram J. Goldberg, president and chief executive officer; Albert S. Frager, sr. v.p., treasurer & chief financial officer; Frank A. Crowley, v.p.-real estate; Carol R. Goldberg, Robert J. Levin, Anthony DiNardo, sr. vp.'s; Bernard Solomon, v.p.-civic, government & community affairs; Ellen Zawel Dubin, v.p.-external affairs; Samuel W. W. Mandell, v.p.-gen. counsel, clerk & secretary; Daniel Donegan, v.p.-distribution; Louis P. Steinberg, v.p.-marketing services; Harold E. Fine, v.p.-engineering and construction; Arthur S. Robbins, v.p.-financial services & asst. treasurer; Joseph D. McGinchey, v.p. & controller; William Vaughn, III, v.p.-employee relations; J.E. Freeman, v.p.-human resources; Rufus E. Lester, group v.p.-public policy & technical affairs.

DIRECTORS: Norman L. Cahners, Clifton B. Cox, Julian I. Edison, Avram J. Goldberg*, Irving W. Rabb*, Norman S. Rabb, Sidney R. Rabb*, Lloyd D. Tarlin, William W. Wolbach, Albert S. Frager, Carol R. Goldberg, John G.L. Cabot, Phyllis A. Wallace, William F. Pounds, Robert J. Levin.

* Member of Executive Committee.

BUSINESS ACTIVITIES: Operates Stop & Shop supermarkets in Connecticut, Massachusetts, New Hampshire, New York, Rhode Island and Virginia.

NUMBER OF STORES: 123

RETAIL SALES (1982): \$2,168,148,000

SUPER VALU STORES, INC.

11840 Valley View Road
Eden Prairie, Minnesota 55344
(612) 828-4000

Mailing address:

P.O. Box 990
Minneapolis, Minnesota 55440

OFFICERS: Jack J. Crocker, chairman of the board; Michael W. Wright, president & chief executive officer; John E. Morrissey, sr. v.p.-distribution; John B. Ferris, sr. v.p.-finance; William S. Bailey, v.p. & pres.-County Seat Stores; Thomas L. Dekko, v.p.-sales; Charles D. Dugan, Jr., v.p.-legal & secretary; Lowell J. Janke, group v.p. & pres.-Minneapolis Div.; Sumner H. Goldman, v.p.-merchandising; Lloyd Stenbeck, v.p.-store engineering; Gene D. Hoffman, v.p. & pres.-Wholesale Food Companies; John J. Prior, v.p.-Labor relations; William J. Tyrell, v.p.; Robert O. Erickson, treasurer; William C. Hunt, asst. secretary; William J. Tyrrell, v.p. & pres.-ShopKo Stores.

DIRECTORS: Morris Lewis, Jr., Jack J. Crocker, George W. McKay, James P. McFarland, James T. Wyman, James H. Ruben, James L. Slovick, Albert R. Whitman, William S. Bailey, John E. Morrissey, Michael W. Wright, Arnold R. Weber, Fredrick H. Corrigan, Harriet Perlmutter.

BUSINESS ACTIVITIES: Engaged principally in the supplying and servicing of retail food stores in 26 states from twelve distribution centers. Independent retailers own and operate 1,885 of the retail food stores and the Company owns all or a majority interest of the remaining 107 stores. Most of the stores operate under one of the Super Valu licensed or sub-licensed names; Super Valu, IGA, Sure Save, U-Save, Disco, Super Dollar, Sunflower, Banner and Mr. Quik.

NUMBER OF STORES: 107

RETAIL SALES (1982): \$4,622,444,000

SUPERMARKETS GENERAL CORPORATION

301 Blair Road
Woodbridge, New Jersey 07095
(201) 499-3000

OFFICERS: Alex Aidekman, chairman of the board, Herb Brody, chief executive officer, vice chairman of the board & chairman of the executive committee; Leonard Lieberman, president; Stanley Abramson, exec. v.p. & group exec.-General Merchandise Divisions; Bernard Paroly, exec. v.p.; James D. Dougherty, sr. v.p., secretary & general counsel; Murray Levine, sr. v.p. & controller; Harvey M. Gutman, v.p.-planning & research; Jerome Katcher, v.p.-technical services; Arnold J. Pearl, v.p.-real estate & store development; Jeffrey C. Girard, treasurer.

DIRECTORS: Alex Aidekman, J. Kenneth Boyles, Herbert Brody, Leonard Lieberman, Raymond J. Petersen, Stanley Abramson, Harvey M. Krueger, Fred R. Sullivan, Bernard Paroly, Claudine Malone, Robert I. Smith, Norman M. Hinerfield, Alan Sagner.

BUSINESS ACTIVITIES: Operates a chain of supermarkets under the Pathmark name in New York, New Jersey, Connecticut, Delaware and Pennsylvania.

NUMBER OF STORES: 117

RETAIL SALES (1982): \$2,999,379,000

THRIFTMART, INC.

1837 South Vermont Avenue
Los Angeles, California 90006
(213) 737-8400

OFFICERS: Robert E. Laverty, chairman of the board; Roger M. Laverty, Jr., president & chief exec. officer; William R. Micka, v.p.; F. Gene Dupree, v.p.-whole-sale; Robert S. Satt, v.p.-retail; Edward A. Pearson, v.p.-finance & treasurer; Edward B. Smith, III, secretary; Richard St. Peter, controller; Roger M. Laverty, III, Catherine M. Stemmler, asst. secretaries.

DIRECTORS: Robert E. Laverty, chairman, Roger M. Laverty, Jr., Edward L. Mulliner, Nancy L. Harris, Edward Smith III, Marshall D. Duffield, Robert J. Emmons, Ross E. Roeder, William R. Micka.

BUSINESS ACTIVITIES: Operates a chain of supermarkets in California.

NUMBER OF STORES: 43

RETAIL SALES (1982): \$505,958,000

WALDBAUM, INC.

Hemlock Street and Boulevard Avenue
Central Islip, New York 11722
(516) 582-9300

OFFICERS: Ira Waldbaum, president; David Karin, sr. v.p.-administration; Isador Bernstein, v.p.-construction & engineering; Ernest Brown, v.p.-sales & merchandising; Jack Kaufman, v.p.-finance; Melvin Levy, v.p.-industrial relations; J. Joseph Senitt, v.p.-grocery buying; George Brown, v.p.-store operations; Martin Krichman, v.p. produce; Stanley Lang, v.p.-store operations; Alfred Leffel, v.p.-frozen foods; Frank Bzezinski, v.p.-meat; Dominic Piccininni, v.p.-safety & claims; Morris Pitt, v.p.-appetizing; Sidney Zukerman, v.p.-advertising; Julia Waldbaum, secretary; Irving Leffel, treasurer.

DIRECTORS: Ira Waldbaum, Julia Waldbaum, Irving Leffel, Philip Greene, Kenneth Gordon.

BUSINESS ACTIVITIES: Operates a chain of Waldbaum's supermarkets in Brooklyn, The Bronx, Staten Island, Queens, Nassau, Suffolk, Westchester, Rockland, Ulster and Sullivan counties in New York State and in Connecticut; also operates Food Mart Supermarkets in Connecticut and Massachusetts.

NUMBER OF STORES: 140

RETAIL SALES (1981): \$1,375,787,000

WEIS MARKETS, INC.

1000 South Second Street
Sunbury, Pennsylvania 17801
(717) 286-4571

OFFICERS: Sigfried Weis, president; Robert F. Weis, vice president and treasurer; Michael C. Rheam, vice president and secretary; Richard D. Madison, v.p.-merchandising; Alan L. Barrick, v.p.-engineering; Walter B. Bruce, v.p.-private label; Kenneth M. Gingrich, v.p. & controller; George J. Michalak, v.p.-perishables; John W. Phillips, v.p.; Norman S. Rich, v.p.-store operations; Richard L. Wetzel, v.p.-accounting.

DIRECTORS: Sigfried Weis, Robert F. Weis, Michael C. Rheam, Charles H. Watts, II, Peter M. Sacerdote.

BUSINESS ACTIVITIES: Operates supermarkets in Pennsylvania, New York and Maryland, under the name of Weis Markets. The Sunbury Wholesale Seafood Company specializes in the distribution of frozen seafood and grocery items to restaurants and institutions. Also operates 8 Amity House Restaurants.

NUMBER OF STORES: 110

RETAIL SALES (1981): \$756,800,000

WINN-DIXIE STORES, INC.

5050 Edgewood Court
Jacksonville, Florida 32203
(904) 783-1800

Mailing address:

Post office Box B
Jacksonville, Florida 32203

OFFICERS: James E. Davis, chairman of the board; A.D. Davis, vice chairman of the board; Bert L. Thomas, president & chairman of the executive committee; C.W. Waldorf, exec. v.p.; A. Dano Davis, S. W. Evans, R. J. Holmes, F. L. James, senior v.p.'s; J. Shepard Bryan, Jr., v.p., general counsel & secretary; Robert D. Davis, T. Wayne Davis, Jr., T.N. Alexander, R. J. Cahalan, O.D. Carpenter, J. H. Childers, C. Lester Cotton, C. T. Golden, W. M. Harris, T. E. Holloway, J. Don James, D. L. Kimsey, James Kufeldt, L. G. Libby, R. W. Massey, C. H. McKellar, H. F. Minshew, T. H. Moss, L. B. Perry, E. T. Walters, G. P. Woodard, vice presidents; R. J. Head, treasurer; W. F. Fant, controller.

DIRECTORS: James E. Davis*, chairman; A.D. Davis*, M. Austin Davis, R. D. Davis*, A. Dano Davis*, T. Wayne Davis, Jr., Joe A. Adams, J. Shepard Bryan, Jr.*, G. Keith Funston, Ben Hill Griffin, Jr., M.H. Hollingsworth, J. C. Pace, Jr., George A. Smathers, Bert L. Thomas*, C. W. Waldorf*, Sam M. Walton.

* Member of the Executive Committee.

BUSINESS ACTIVITIES: Operates Winn-Dixie food stores in Florida, Georgia, North Carolina, South Carolina, Alabama, Mississippi, Louisiana, Virginia, Kentucky, Tennessee, Indiana, Oklahoma and Texas.

NUMBER OF STORES: 1,220

RETAIL SALES (1981): \$6,200,167,000

SECTION 4

GROCERY STORE STATISTICAL PROFILE

The information contained in this section consists of data based on reports from the U.S. Bureau of the Census, Food Marketing Institute and other trade sources as compiled by the Market Research Department and The Special Projects Division of Fairchild Books.

GROCERY STORE FIRMS BY SALES SIZE, 1977

	Firms Number	%	Stores Number	Sales Mil. \$	%
Firms, Total	136,263	100.0%	178,835	\$147,759	100.0%
Annual Sales					
\$50,000,000 or more	220	0.4	29,629	84,823	57.4
25,000,000 - 49,999,000	153		2,331	5,360	3.6
20,000,000 - 24,999,000	70		858	1,588	1.1
15,000,000 - 19,999,000	141		1,430	2,494	1.7
10,000,000 - 14,999,000	274	0.2	1,756	3,349	2.3
5,000,000 - 9,999,000	1,009	0.7	3,674	6,954	4.7
1,000,000 - 4,999,000	10,148	7.4	13,767	20,878	14.1
500,000 - 999,000	9,533	7.0	10,298	6,865	4.6
Less than \$500,000	114,715	84.2	115,092	15,448	10.5

CONCENTRATION OF SALES AMONG MAJOR GROCERY STORE FIRMS, 1977

	Stores Number	%	Sales Mil. \$	%	Payroll (Entire year) Mil. \$	% of Sales
All firms (136,263)	178,835	100.0%	\$147,759	100.0%	\$13,342	9.0%
4 largest firms	6,150	3.4	25,764	17.4	2,552	9.9
8 largest firms	8,195	4.6	36,003	24.4	3,643	10.1
20 largest firms	13,950	7.8	51,006	34.5	5,072	9.9
50 largest firms	18,909	10.6	64,259	43.5	6,336	9.9

Source: U.S. Bureau of the Census,
Census of Retail Trade, 1977.

GROCERY STORE FIRMS, NUMBER OF STORES
OPERATED & SALES, 1977

	Firms		Stores		Sales	
	Number	%	Number	%	Mil. \$	%
Total	136,263	100.0%	178,835	100.0%	\$147,759*	100.0%
Single units	132,850	97.1	132,850	74.3	41,752	28.2
Multi units	3,413	2.5	45,985	25.7	104,076	70.4
2 - 5 stores	2,504	1.8	6,962	3.9	11,716	7.9
6 - 10 stores	349		2,612	1.5	5,377	3.6
11 or more stores	460		36,411	20.4	86,981	58.9
11 - 25 stores	247	0.9	3,908	2.2	8,332	5.6
26 - 50 stores	99		3,666	2.0	8,926	6.0
51 - 100 stores	61		4,325	2.4	10,403	7.0
101 or more	53		24,512	13.7	59,320	40.1

*Does not include sales of firms not in business at end of year amounting to \$1.7 billion.

Source: U.S. Bureau of the Census,
Census of Retail Trade, 1977

[illegible]

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**GROCERY STORES WITH PAYROLL: SALES BY TYPE
OF MERCHANDISE, 1977, 1972**

	1977			1972		
	Stores Number	%	Sales Mil. \$	Stores Number	%	Sales Mil. \$
Total	126,635	100.0%	\$143,937.6	128,115	100.0%	\$90,048.2
Groceries & other foods	126,635	100.0	122,136.6	128,115	100.0	76,429.0
Meat, fish, poultry	103,761	81.9	27,604.5	119,818	93.5	23,037.8
Fresh fruits, vegetables	94,834	74.9	10,063.3	103,796	81.0	6,126.7
Frozen foods	98,545	77.8	6,367.1	98,140	76.6	4,050.1
Dairy products	107,272	84.7	11,221.1	105,624	82.4	6,694.4
Bakery products except frozen	93,281	73.7	4,894.9	92,419	72.1	3,102.2
Delicatessen items	51,620	40.8	3,913.1	--	--	--
All other foods	121,254	95.7	58,072.6	115,583	90.2	33,417.8
Packaged alcoholic beverages	58,813	46.4	3,651.6	47,017	36.7	1,915.1
Tobacco products	83,704	66.1	3,483.9	78,481	61.3	2,578.9
Drugs, health aids	41,068	32.4	856.1	56,201	43.9	1,203.6
Toiletries, beauty aids	74,592	58.9	2,901.1	60,878	47.5	1,026.5
Soaps, detergents	71,883	56.8	2,821.5	67,560	52.7	1,818.1
Paper products	72,949	57.6	2,421.2	65,620	51.2	1,450.2
Apparel, except footwear						
Men's & boys'	4,247	3.3	120.6	5,097	4.0	66.6
Women's & children's	4,473	3.5	173.3	6,971	5.4	134.0
Kitchenware & home furnishings	12,721	10.0	528.7	8,622	6.7	216.1
Hardware, electrical supplies	7,023	5.5	143.2	9,015	7.0	141.4
Lawn, garden supplies	3,646	2.9	103.7	4,927	3.8	86.4
Auto fuels, lubricants	12,851	10.1	762.8	7,451	5.8	165.4
Meals, snacks	22,500	17.8	347.0	9,379	7.3	214.2
Other, incl. non-merchandise income	105,188	83.1	2,955.4	--	--	2,602.6
						2.9

GROCERY STORES: ESTIMATED NUMBER OF STORES
& SALES, 1972-1981

YEAR	NUMBER	CHAIN GROCERY STORES*		
		<u>ALL GROCERY STORES</u> SALES (MIL. \$)	SALES (MIL. \$)	<u>% OF TOTAL</u> GROCERY STORE SALES
1972	194,346	\$ 91,685	\$ 49,206	53.7%
1973	192,000	102,385	55,165	53.9
1974	191,000	116,056	62,614	54.0
1975	190,000	128,061	68,441	53.4
1976	189,000	137,122	73,505	53.6
1977	178,835	147,142	83,269	56.6
1978	169,500	161,527	91,700	56.8
1979	168,900	188,551	92,900	49.3
1980	167,100	220,800	103,115	46.7
1981	165,000	240,900	119,905	49.8

*Stores in organizations of 11 or more stores with sales of \$25 million or more.

SUPERMARKETS: ESTIMATED NUMBER OF STORES
& SALES, 1972-1981

YEAR	NUMBER	% OF TOTAL GROCERY STORES	SALES (MIL. \$)	% OF TOTAL GROCERY STORE SALES
1972	27,234	14.0%	\$ 67,378	73.5%
1973	29,000	15.1	75,464	73.7
1974	31,000	16.2	86,029	74.1
1975	31,000	16.3	94,653	73.9
1976	30,700	16.2	101,373	73.9
1977	30,500	17.1	109,483	74.4
1978	33,400	19.7	138,470	85.7
1979	33,600	19.9	154,100	81.7
1980	34,900	20.9	170,700	77.3
1981	28,680	17.4	171,620	71.2

Note: A supermarket is defined as a grocery store with annual sales volume of \$2 million or more.

Source: Fairchild Market Research Department
estimates based on U.S. Census Bureau
reports and trade reports.

DISTRIBUTION OF GROCERY STORE SALES
BY GEOGRAPHIC REGION

	1981	1980	1979	1978
U.S. Total	100.0%	100.0%	100.0%	100.0%
Northeastern States (New England, Middle Atlantic)	21.1	21.2	22.7	22.4
North Central States (East North Central, West North Central)	23.9	24.1	23.7	24.6
South (South Atlantic, East South Central, West South Central)	34.3	34.2	32.3	33.2
West (Mountain, Pacific)	20.7	20.5	21.2	19.8

PER CAPITA SALES OF GROCERY STORES
BY GEOGRAPHIC REGION

	1981	1980	1979	1978	% Change in Sales 1981/1980
U.S. Total	\$ 955	\$ 860	\$ 835	\$ 741	+ 11.0%
Northeastern States	\$ 947	846	840	738	+ 11.9
North Central States	889	802	745	682	+ 10.8
South	974	879	834	760	+ 10.8
West	1,019	919	958	795	+ 10.9

Source: Based on U.S. Bureau of the
Census reports.

GROCERY STORE SALES BY MONTHS, 1977-1981

MONTH	1981	1980	1979	1978	1977
January	8.1%	8.0%	7.7%	7.5%	7.7%
February	7.3	7.9	7.3	7.4	7.3
March	7.9	8.2	8.3	8.4	8.1
April	8.1	8.2	7.7	8.0	8.3
May	8.6	8.1	8.4	8.3	8.2
June	8.3	8.3	8.8	8.6	8.4
July	8.8	8.3	8.3	8.6	8.8
August	8.5	8.5	8.7	8.5	8.4
September	8.2	8.5	8.4	8.6	8.4
October	8.8	8.6	8.4	8.2	8.4
November	8.2	8.6	8.7	8.5	8.4
December	9.2	8.8	9.3	9.4	9.6
Year	100.0%	100.0%	100.0%	100.0%	100.0%

Source: Based on U.S. Bureau of the Census reports.

DISTRIBUTION OF THE U.S. RESIDENT POPULATION, PERSONAL
INCOME & SUPERMARKET SALES, BY STATE & REGION, 1981

	Population	Income	Supermarket Sales
U.S. Total (mil.)	231.0 100.0%	\$ 2,012.1 100.0%	\$ 227.8 100.0%
New England	5.4	5.8	5.5
Conn.	1.3	1.7	1.3
Maine	0.5	0.4	0.5
Mass.	2.5	2.7	2.6
New Hamp.	0.4	0.4	0.5
Rhode Island	0.4	0.4	0.3
Vermont	0.2	0.2	0.2
Middle Atlantic	15.9	17.0	15.3
New Jersey	3.2	3.7	3.4
New York	7.5	8.2	7.3
Pa.	5.1	5.1	4.6
East No. Central	18.2	18.8	16.9
Illinois	5.0	5.6	4.5
Indiana	2.4	2.3	2.1
Michigan	4.0	4.2	3.7
Ohio	4.7	4.7	4.7
Wisconsin	2.1	2.0	1.8
West No. Central	7.5	7.2	7.0
Iowa	1.3	1.2	1.3
Kansas	1.0	1.1	1.0
Minnesota	1.8	1.7	1.5
Missouri	2.1	2.0	2.1
Nebraska	0.7	0.7	0.6
North Dakota	0.3	0.3	0.2
South Dakota	0.3	0.3	0.3
South Atlantic	16.5	15.2	17.3
Delaware	0.3	0.3	0.3
D.C.	0.3	0.3	0.2
Florida	4.5	4.3	5.2
Georgia	2.4	2.0	2.4
Maryland	1.8	2.0	2.0
North Carolina	2.6	2.1	2.4
South Carolina	1.4	1.1	1.3
Virginia	2.4	2.3	2.5
West Virginia	0.9	0.7	0.9

(continued)

DISTRIBUTION OF THE U.S. RESIDENT POPULATION, PERSONAL
INCOME & SUPERMARKET SALES, BY STATE & REGION, 1981
(continued)

	Population	Income	Supermarket Sales
East So. Central	6.5%	5.1%	6.3%
Alabama	1.7	1.3	1.6
Kentucky	1.6	1.3	1.7
Mississippi	1.1	0.8	1.1
Tennessee	2.0	1.7	1.9
West So. Central	10.6	10.4	11.6
Arkansas	1.0	0.8	1.0
Louisiana	1.9	1.7	1.9
Oklahoma	1.3	1.3	1.5
Texas	6.4	6.6	7.2
Mountain	5.2	4.8	5.3
Arizona	1.3	1.1	1.3
Colorado	1.3	1.3	1.4
Idaho	0.4	0.3	0.4
Montana	0.3	0.3	0.4
Nevada	0.4	0.4	0.4
New Mexico	0.6	0.5	0.6
Utah	0.7	0.5	0.5
Wyoming	0.2	0.2	0.3
Pacific	14.2	15.7	14.9
Alaska	0.2	0.2	0.3
California	10.6	11.9	11.2
Hawaii	0.4	0.4	0.4
Oregon	1.2	1.1	1.1
Washington	1.8	2.0	1.9

Note: State totals may not add to regional totals due to rounding.

Source: Sales and Marketing Management of Buying
Power and Data Service.

**PER CAPITA CONSUMPTION OF
MAJOR FOOD COMMODITIES***

IN POUNDS

	1980(p)	1979(p)	1978	% Change 1980/1979
Meats (carcass weight)	150.1	147.7	149.3	+ 1.6%
Beef	78.1	79.6	88.8	- 1.9
Veal	1.5	1.6	2.5	- 6.2
Lamb, mutton	1.4	1.3	1.5	+ 7.7
Pork	69.1	64.6	56.5	+ 7.0
Fish (edible weight)	13.2	13.3	13.6	- 0.8%
Poultry products:				
Eggs (number)	35.4	35.8	35.3	- 1.1
Chicken	51.2	51.5	47.5	- 0.6
Turkey	11.0	10.1	9.3	+ 8.9
Dairy products:				
Cheese	17.9	17.6	17.0	+ 1.7%
Cond., evap. milk	4.1	4.2	4.1	- 2.4
Milk, cream	na	238.2	286.7	-
Ice Cream	17.8	17.5	17.7	+ 1.7
Fats and oils (fat content)	na	57.7	56.2	-
Butter	4.6	4.6	4.5	-
Margarine	na	11.5	11.4	-
Lard	na	2.6	2.2	-
Shortening	na	18.0	18.2	-
Other edible fats, oil	na	23.1	22.6	-
Fruits				
Fresh	na	81.3	80.4	-
Processed:				
Canned fruit	na	19.4	19.1	-
Canned juice	na	17.3	16.8	-
Frozen (incl. juices)	na	12.3	12.6	-
Dried	na	3.1	2.2	-
Vegetables				
Fresh	na	94.2	92.2	-
Canned (excl. potatoes)	na	55.7	54.2	-
Frozen (excl. potatoes)	na	11.5	10.9	-
Potatoes (fresh equivalent)	na	123.0	122.9	-
Grains:				
Wheat flour	na	120.0	117.0	-
Rice, milled	na	9.2	5.8	-
Other:				
Coffee (green beans)	8.0	8.7	8.0	- 8.0%
Tea	0.8	0.8	0.8	-
Cocoa beans	2.6	2.6	2.6	-
Peanuts (shelled)	na	7.1	6.9	-
Dry edible beans	na	6.4	5.9	-
Melons	na	19.5	20.3	-
Sugar (refined)	85.6	91.1	93.1	- 6.0

*Civilian

(p) preliminary

na - not available

Source: U.S. Department of Agriculture

CONSUMER PRICE INDEX

(1967 = 100)

	Annual Averages				% Change 1981/1980
	1981	1980	1979	1978	
All Items	272.5	246.8	217.4	195.4	+ 10.4%
Food	274.7	254.6	234.5	211.4	+ 7.9
Food at home	269.9	251.5	232.9	210.2	+ 7.3
Cereals & bakery products	271.0	246.4	220.1	199.9	+ 10.0
Meats, poultry, fish & eggs	256.5	242.2	234.2	208.3	+ 5.9
Dairy products	243.5	227.4	207.1	185.6	+ 7.1
Fruits, vegetables	276.3	246.7	230.0	212.9	+ 12.0
Other foods at home	308.1	284.5	250.9	251.5	+ 8.3
Food away from home	291.0	267.0	242.9	218.4	+ 9.0

Source: U.S. Department of Labor,
Bureau of Labor Statistics.

SUPERMARKETS TRENDS IN OPERATING RESULTS, 1976-1980

	1980	1979	1978	1977	1976
Gross Profit With Warehouse (% of Sales)	22.4%	22.3%	22.6%	22.0%	22.2%
Gross Profit Without Warehouse (% of Sales)	20.9%	20.5%	21.0%	19.7%	20.0%
Sales Per Man Hour	\$ 75.15	\$68.56	\$65.71	\$59.62	\$57.40
Sales Per Square Foot	\$ 6.37	\$ 6.49	\$ 6.17	\$ 5.80	\$ 5.50
Sales Per Customer Transaction	\$ 13.03	\$11.60	\$10.28	\$ 9.85	\$ 9.39
Average Hourly Labor Cost*	\$ 6.57	\$ 5.92	\$ 5.36	\$ 4.91	\$ 4.53
Store Labor Expense	8.4%	8.3%	8.5%	8.4%	8.3%
Fringe Benefit Expense	1.9%	1.8%	2.0%	1.7%	1.5%
Net Profit	1.5%	1.9%	1.7%	1.4%	1.3%

*Excluding fringe benefits

Source: Food Marketing Institute

WHOLESALE

ESTIMATED SALES OF MERCHANT WHOLESALERS
1976-1980
(Millions of Dollars)

Type of Merchant Wholesaler*	1980	1979	1978	1977	1976	% Change 1980/1979
General-line groceries	\$49,183	\$43,919	\$39,615	\$40,610	\$36,124	+12.0%
Confectionery	3,136	2,943	2,514	1,921	1,762	+ 6.5
Meat, meat products	23,361	22,584	21,960	17,475	16,424	+ 3.4
Poultry, poultry products	7,416	6,893	6,395	5,172	4,880	+ 7.6
Fresh fruits, vegetables	15,425	13,431	12,755	9,895	8,863	+14.8
Total ¹	\$98,521	\$89,770	\$83,239	\$75,073	\$68,053	+ 9.7

*The Department of Commerce defines a merchant wholesaler as follows: "Wholesalers who take title to the goods they sell, such as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, exporters, importers, wagon distributors, retailer cooperative warehouses, cooperative buying associations..."

¹Specialty line grocery sales omitted.

Source: U.S. Department of Commerce,
Bureau of the Census.

ADDITIONAL SUPERMARKET DATA

1. A calendar of industry events for 1983 including all major conventions and annual meetings.
2. An up-to-date directory of food associations.

CALENDAR OF INDUSTRY EVENTS • 1983

MARCH—CONVENTIONS AND ANNUAL MEETINGS

- | | | | |
|-------|--|-----------|--|
| 3-6 | National Food Distributors Association, midwinter conference, Hyatt Regency, New Orleans. | 21-23 | NGA, public affairs conference, Mayflower Hotel, Washington. |
| 3-7 | Texas RGA, management retreat, Marriott's Mark Resort, Vail, Colo. | 21-25 | UFFVA, produce inspection seminar, Affiliated Foods Bldg., Dallas. |
| 6-9 | NAWGA/IFDA, annual convention, Hyatt Regency, Chicago. | 21-25 | NACS, supervisory development institute, Texas A&M, College Station, Texas. |
| 6-9 | American Frozen Food Institute, Western frozen food convention, Sheraton Harbor Island Hotel, San Diego. | 22,23 | Sigma Phi Omega fraternity/Western Mich. University, 18th annual food management conference, Kalamazoo Hilton, Kalamazoo, Mich. |
| 6-9 | Institute of Food Technologists, food and science editors conference, Hyatt Regency, Baltimore. | 27-29 | North Carolina Food Dealers Association, annual management institute, University of North Carolina School of Business, Chapel Hill, N.C. |
| 15-17 | NACS, fast food seminar, Airport Marriott, Atlanta. | 28-Apr. 1 | General Merchandise Distributors Council, spring marketing conference, Town & Country Hotel, San Diego. |
| 15-18 | AMI, pork operations seminar, Nordic Hills Hotel, Itasca, Ill. | | |
| 20 | N.J. Food Council, 14th annual dinner dance, Birchwood Manor, Whippany, N.J. | | |

APRIL—CONVENTIONS AND ANNUAL MEETINGS

- | | | | |
|-------|--|-------|---|
| 6 | AMI, meat information conference, St. Moritz Hotel, New York. | 16-21 | National Association of Service Merchandisers, health and beauty aid convention, Fontainebleau, Miami. |
| 6 | Eastern Frosted Foods Association, annual new-product tasting luncheon, Giants Stadium Club, East Rutherford, N.J. | 18-20 | NAWGA, foodservice fiscal controls seminar, the Registry, Dallas. |
| 9-11 | North Dakota Food Retailers Association, annual convention, civic center, Bismark, N.D. | 19-22 | NACS, Human resource management institute, Airport Marriott, Dallas. |
| 9-14 | Western Association of Food Chains, convention, Sheraton, Waikiki, Hawaii. | 20,21 | UFFVA, scanning strategies 301, hotel to be announced, Boston. |
| 11,12 | American Butter Institute/National Cheese Institute annual meeting, Hyatt Regency O'Hare, Rosemont, Ill. | 23-26 | Retail Bakers of America, 65th anniversary convention-exhibition, Stauffer's Cincinnati Towers, Cincinnati. |
| 11-15 | NACS, supervisory development institute, Ohio State University, Columbus. | 25,26 | NAWGA, labor relations briefing, hotel to be announced, Chicago. |

- 25-27 American Management Associations, seminar: More effective marketing through food brokers, AMA headquarters, New York.
- 26 RGA of Florida, seminar: Practical human relations for department managers, Orlando Marriott Inn, Orlando, Fla.
- 26 Pennsylvania Grocers Association, spring seminar: Independent stores and computers & scanners, Marriott Inn, Harrisburg, Pa.

- 27 RGA of Florida, 3rd annual legislative conference, hotel to be announced, Tallahassee, Fla.
- 27 Midwest Deli Merchandisers Association, 1983 show & seminar, O'Hare Expo Center, Rosemont, Ill.

MAY—CONVENTIONS AND ANNUAL MEETINGS

- 3-5 NACS, financial management institute, Marriott, Boston.
- 4-6 NAWGA, produce seminar, hotel to be announced, Yakima, Wash.
- 8-11 FMI, annual convention, McCormick Place, Chicago,
- 9-20 UFFVA, supervisory seminar, hotel to be announced, Grand Rapids.
- 11-13 Ohio Association of Convenience Stores, annual meeting, Cincinnati Marriott Inn, Cincinnati.
- 11-13 NAWGA, basic first-line supervisors school, hotel to be announced, Los Angeles.
- 18-20 NAWGA, government affairs briefing, Hyatt Regency-Capitol Hill, Wash.
- 19-22 National Confectionery Salesmen's Association of America, annual convention & candy hall of fame awards, Host Corral, Lancaster, Pa.
- 22-24 International Cheese & Deli Association, 1983 seminar, hotel to be announced, Milwaukee.
- 22-24 AMI, public affairs conference, L'Enfant Plaza, Washington.
- 24 RGA of Florida, seminar: Profitable convenience store merchandising, Orlando Marriott Inn, Orlando, Fla.

JUNE—CONVENTIONS AND ANNUAL MEETINGS

- 4-6 Massachusetts Food Association, annual convention, Mt. Washington Hotel, Bretton Woods, N.H.
- 4-7 FRA of South Carolina, annual convention, hotel to be announced, Myrtle Beach, S.C.
- 4-8 Texas RGA, annual convention & exposition, Hyatt Regency Hotel, Fort Worth.
- 5-7 Pennsylvania Food Merchants Association, annual convention, Hershey Lodge & Convention Center, Hershey, Pa.
- 6-8 NAWGA, advanced store supervisors school, hotel to be announced, Pittsburgh.
- 6-10 NACS, supervisory development institute, York University, Toronto.
- 8-12 National Food Brokers Association, midyear management conference, Hyatt Hilton Head, Hilton Head, S.C.
- 9-11 Iowa Food Industries Association, 1983 convention, New Inn, Okoboji, Iowa.
- 13-15 NAWGA, advanced first-line supervisors seminar, hotel to be announced, Atlanta.
- 16-19 New England Wholesale Food Distributors Association, convention, Mt. Washington Hotel, Bretton Woods, N.H.

JULY—CONVENTIONS AND ANNUAL MEETINGS

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| 6-8 NAWGA, joint marketing conference, Hyatt Regency, Milwaukee. | 13,14 UFFVA, scanning strategies seminar, Hyatt Regency O'Hare, Chicago. |
| 10-14 National Housewares Manufacturers Association, international housewares exposition, McCormick Place, Chicago. | 17-20 NGA, convention, Moscone Center, San Francisco. |
| 11-13 NAWGA, food-service buyers seminar, hotel to be announced, Denver. | 18-22 UFFVA, produce inspection seminar, hotel to be announced, Seattle. |
| 12-14 National Food Distributors Association, 56th annual convention, Town & Country Hotel, San Diego. | 23-28 National Nutritional Food Association, 45th annual convention and trade show, Currigan Exposition Center, Denver. |

AUGUST—CONVENTIONS AND ANNUAL MEETINGS

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| 5-7 National Candy Wholesalers Association, candy show, Sheraton Hotel, Boston. | 7-10 FMI/PMA/UFFVA, produce conference, Fresno Hilton, Fresno, Calif. |
| 7-9 Piggly Wiggly Operators Association, 1983 meeting, Las Vegas Hilton, Las Vegas. | 14-17 American Association of Meat Processors, 44th annual convention and exposition, Red Lion Motor Inn and Multnomah County Exposition Center, Portland, Ore. |
| 7-10 North Carolina Food Dealers Association, 56th annual convention and trade show, Civic Center, Charlotte, N.C. | 15-19 UFFVA, produce inspection seminar, hotel to be announced, Boston. |
| 7-10 Pennsylvania Grocers Association, 84th annual convention and food exhibition, Americana Host Farm Corral, Lancaster, Pa. | |

SEPTEMBER—CONVENTIONS AND ANNUAL MEETINGS

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| 12-16 UFFVA, produce inspection seminar, Hyatt Regency O'Hare, Chicago. | 26,27 Utah RGA, annual convention, Marriott Hotel and Salt Palace, Salt Lake City. |
| 16-18 Iowa Retail Food Dealers Association, annual convention, Marriott Hotel, Des Moines. | 26-30 General Merchandise Distributors Council, fall marketing conference, Marco Beach Hotel, Marco Beach, Fla. |
| 19-21 NAWGA, meat operations seminar, hotel to be announced, Oklahoma City. | 28-30 Tennessee Wholesale Grocers Association, 1983 convention, Peabody Hotel, Memphis. |
| 21,22 UFFVA, scanning strategies 301, hotel to be announced, Chicago. | 28-
Oct. 1 NAWGA, midyear executive conference, Fairmont Hotel, San Francisco. |
| 25-28 New Hampshire RGA, annual convention, Mt. Washington Hotel, Bretton Woods, N.H. | |

OCTOBER—CONVENTIONS AND ANNUAL MEETINGS

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| 1,2 | Kentucky Retail Food Dealers Association, 42d annual convention, Raddison Plaza, Lexington, Ky. | 15-19 | FMI, fall meeting, Washington Hilton, Washington. |
| 2-5 | Food Distribution Research Society, annual meeting, Sheraton Airport Inn, Memphis. | 16-19 | National Frozen Food Association, 1983 national convention, Hyatt Regency, Chicago. |
| 2-5 | NACS, annual meeting, MGM Grand Hotel, Las Vegas. | 17-21 | NACS, supervisory development institute, University of Georgia, Athens. |
| 3-5 | NAWGA, basic first-line supervisors school, hotel to be announced, Memphis | 22-25 | Virginia Food Dealers Association, convention and buyers exhibit, Omni Hotel and Exhibition Hall of Scope, Norfolk, Va. |
| 3-14 | UFFVA, supervisory seminar, Holiday Inn, Kansas City, Kan. | 23-25 | RGA of Florida, annual convention and trade show, Sheraton Towers, Orlando, Fla. |
| 7-11 | National Association of Service Merchandisers, general merchandise convention, Sheraton, St. Louis. | 23-26 | NAWGA, productivity conference, Astro Village, Houston. |
| 8-12 | Produce Marketing Association, annual convention, Rivergate Exhibition Center, New Orleans Hilton, New Orleans. | 26 | Eastern Dairy-Deli Association, 12th annual taste show, New York City Passenger-Ship Terminal, Pier 88, 48th St. and Hudson River, New York. |
| 11-14 | AMI, annual convention, McCormick Place and Hyatt Regency, Chicago. | | |
| 15-17 | Missouri Retail Grocers Association, annual convention and food trade show, Tan-Tar-A Resort, Osage Beach, Mo. | | |

NOVEMBER—CONVENTIONS AND ANNUAL MEETINGS

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| 5-9 | Food Industry Association Executives, 1983 convention, Broadmoor Hotel, Colorado Springs. | 14-16 | NAWGA, uniform communication system conference, hotel to be announced, New York. |
| 7-9 | NAWGA, food-service distributor executive roundtable, hotel to be announced, Washington. | 28-Dec. 2 | UFFVA, produce inspection seminar, hotel to be announced, Memphis. |

DECEMBER—CONVENTIONS AND ANNUAL MEETINGS

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| 3-8 | NFBA, annual convention, San Francisco Hilton, San Francisco. |
| 5-7 | NAWGA, food-service sales-management seminar, hotel to be announced, Memphis. |

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American Meat Institute
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Arlington, Virginia 22209 (703)841-2400

American Spice Trade Association
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Englewood Cliffs, New Jersey 07632
(201)568-2163

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5775 Peachtree-Dunwoody Rd. Suite 500D
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Biscuit and Cracker Distributors Assoc.
111 E. Wacker Drive
Chicago, Illinois 60601 (312)644-6610

California Dried Fruit Export Assoc.
P.O. Box 270A, 303 Brokaw Road
Santa Clara, Calif. 95052 (408)727-9302

California Rice Export Association
P.O. Box 958, 901 South River Road
West Sacramento, Calif. 95691
(916) 371-6941

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Cooperative Food Distributors of America
1910 "K" Street, N.W. Suite 700
Washington, D.C. 20006 (202)223-9464

Fibre Box Association
5725 North East River Road
Chicago, Ill. 60631 (312)693-9600

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1750 "K" Street, N.W., Suite 700
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Food Processing Machinery & Supplies
Association
1828 "L" Street, N.W., Suite 700
Washington, D.C. 20036 (202)833-1790

Frozen Potato Products Institute
1700 Old Meadow Road, Suite 100
McLean, Virginia 22102 (703)821-0770

General Merchandise Distributors Council
1263 Lake Avenue
Colorado Springs, Colorado 80906
(303)576-4260

Grocery Manufacturers of America
1010 Wisconsin Avenue, N.W. Suite 800
Washington, D.C. 20007 (202)337-9400

International Association of Ice Cream
Manufacturers
910 17th Street, N.W.
Washington, D.C. 20006 (202)296-4250

International Council of Shopping
Centers
665 Fifth Avenue
New York, N.Y. 10022 (212)421-8181

International Jelly and Preserve Association
5775 Peachtree-Dunwoody Road
Suite 500D
Atlanta, Georgia 30342 (404)252-3663

Miller's National Federation
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Washington, D.C. 20024 (202)484-2200

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51 Madison Avenue, Room 1810
New York, N.Y. 10010 (212)532-8899

National Association for the Specialty
Food Trade, Inc.
1270 Avenue of the Americas
New York, N.Y. 10020 (212)586-7313

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35 E. Wacker Drive
Chicago, Ill. 60601 (312)236-3858

National Association of Convenience
Stores
5205 Leesburg Pike, Sta. 809
Falls Church, Va. 22041 (703)578-1800

National Association of Greenhouse
Vegetable Growers
R.A. Gall Building B7, 6500 Peal Road
Cleveland, Ohio 44130 (216)885-4761

National Association of Margarine
Manufacturers
1625 Eye Street, N.W. Suite 1024A
Washington, D.C. 20006 (202)785-3232

National Association of Meat Purveyors
8365-B Greensboro Drive
McLean, Virginia 22102 (703)827-5754

National Association of Retail Grocers
of U.S.
Box 17208
Washington, D.C. 20041 (703)860-3300

National Association of Service Merchandising
805 Merchandise Mart Plaza
Chicago, Ill. 60654 (312)467-0046

National Association of Specialty Food
and Confection Brokers
2030 Condolea Drive
Leawood, Kansas 66209 (913)648-7715

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Distributors
630 Third Avenue, 17th Floor
New York, N.Y. 10017 (212)599-3344

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Washington, D.C. 20005 (202)296-2622

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Washington, D.C. 20005 (202)393-6733

National Cheese Institute, Inc.
110 North Franklin Street, Room 620
Chicago, Ill. 60606 (312)263-2733

National Coffee Association of the U.S.A.
120 Wall Street
New York, N.Y. 10005 (212)344-5596

National Confectioners' Assoc. of the U.S.
5101 Wisconsin Avenue, N.W., Suite 506
Washington, D.C. 20016 (202)966-7333

National Corn Growers Association
510 East Locust Street
Des Moines, Iowa 50309 (515)244-1212

National Dairy Council
6300 N. River Road
Rosemont, Ill. 60018 (312)696-1020

National Fisheries Institute
1101 Connecticut Avenue, N.W. Suite 700
Washington, D.C. 20036 (202)857-1110

National Food Brokers Association
1916 "M" Street, N.W.
Washington, D.C. 20036 (202)331-9120

National Food Distributors Association
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Chicago, Ill. 60601 (312)644-6610

National Food Processors Association
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Washington, D.C. 20036 (202)331-5900

National Frozen Foods Association
P.O. Box 398
Hershey, Pa. 17033 (717)534-1601

National Frozen Pizza Institute
Suite 100, 1700 Old Meadow Road
McLean, Va. 22102 (703)821-0770

National Honey Packers and Dealers
Association
1515 5th Street
Snohomish, Wash. 98290 (206)568-4459

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Distributors Association
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Jackson, Mississippi 39204 (601)354-0355

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St. Charles, Ill. 60174 (312)584-8950

National Live Stock & Meat Board
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Chicago, Ill. 60611 (312)467-5520

National Meat Canners Association
P.O. Box 3556
Washington, D.C. 20007 (703)841-2424

National Paperbox and Packaging Assoc.
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Haddonfield, N.J. 08033 (609)429-7377

National Pasta Association
19 South Bothwell Street
Box 336
Palatine, Ill. 60067 (312)358-1022

National Peanut Council
1000 16th Street, N.W. Suite 700
Washington, D.C. 20036 (202)775-0450

National Prepared Frozen Food Processors
Association
99 W. Hawthorne Avenue
Valley Stream, N.Y. 11580 (516)825-6673

National Red Cherry Institute
678 Front Street, N.W., Suite 140
Grand Rapids, Michigan (616)454-6196

National Soft Drink Association
1101 16th Street, N.W.
Washington, D.C. 20036 (202)463-6732

National Sugar Brokers Association, Inc.
Suite 5011, One World Trade Center
New York, N.Y. 10048 (212)938-0990

National Turkey Federation
11800 Sunrise Valley Drive
Reston, Va. 22091 (703)860-0120

Natural Food Associates
Box 210
Atlanta, Texas 75551 (214)796-4136

Packaging Institute U.S.A.
20 East 46th Street
New York, N.Y. 10017 (212)687-8874

Paperboard Packaging Council
1800 "K" Street, N.W. Suite 600
Washington, D.C. 20006 (202)872-0180

Peanut Butter and Nut Processors
Association
5101 Wisconsin Avenue, Suite 504
Washington, D.C. 20016 (202)966-7888

Pet Food Institute
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Washington, D.C. 20036 (202)857-1120

Pickle Packers International, Inc.
P.O. Box 31
St. Charles, Ill. 60174 (312)584-8950

The Popcorn Institute
111 East Wacker Drive
Chicago, Ill. 60601 (312)644-6610

The Potato Association of America
482 Deering Hall, University of Maine
Orono, Me. 04473 (207)581-2771

Potato Chip/Snack Food Association
1735 Jeff Davis Highway #903
Arlington, Virginia 22202 (703)920-4805

Poultry & Egg Institute of America
1815 N. Lynn Street, Suite 801
Arlington, Va. 22209 (703)522-1363

Processed Apples Institute, Inc.
5775 Peachtree-Dunwoody Road, Suite 500D
Atlanta, Georgia 30342 (404)252-3663

Produce Marketing Association
700 Barksdale Road, Suite 6
Newark, Delaware 19711 (302)738-7100

The Rice Millers Association
1235 Jefferson Davis Highway
Arlington, Va. 22202 (703)920-1281

Shellfish Institute of North America
400 North Capitol Street, Suite 323
Washington, D.C. 20001 (202)783-2803

The Sugar Association, Inc.
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Washington, D.C. 20005 (202)628-0189

Tuna Research Foundation
Suite 603, 1101 17th Street, N.W.
Washington, D.C. 20036 (202)296-4630

United Dairy Industry Association
6300 N. River Road
Rosemont, Ill. 60018 (312)696-1860

United States National Fruit Export
Council
1133 20th Street, N.W.
Washington, D.C. 20036 (202)331-5900

Vanilla Bean Association of America
47-22 Pearson Place
Long Island City, N.Y. 11101 (212)392-7800

The Vinegar Institute
5775 Peachtree-Dunwoody Road, Suite 500D
Atlanta, Georgia 30342 (404)252-3663

Western States Meat Packers Association,
Inc.
88 First Street
San Francisco, Calif. 94105 (415)982-2466

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Rockville, Maryland 20852 (301)984-1300

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